

DISTRIBUTION AGE

The Magazine of Physical Distribution

A CHILTON PUBLICATION

TRANSPORTATION
WAREHOUSING
MATERIALS HANDLING

DECEMBER 1960



**THE CARGO
HANDLING SHOW**

PAGE 40

**MODERN PACKAGING
DEVELOPMENTS**

PAGE 34

AN UNDERWRITER LOOKS AT CONTAINER SHIPMENTS • BY T. M. TORREY • Page 33



Towmotor backs up outstanding performance



with Towmotor dependable service

When you purchase Towmotor equipment you can be sure it will never be out of service very long . . . for two very good reasons:

1. Towmotor fork lift trucks are built to last, and built to perform continuously.
2. When needed, you get fast and skillful repair and maintenance service from your local dependable Towmotor representative.

Your Towmotor representative will never let down-time cut into the money you save by owning a Tow-

motor fork lift truck! That's why Towmotor customers keep buying Towmotor equipment. Ask for complete information on Towmotor equipment and Towmotor Preventive Maintenance Service. Write Towmotor Corporation, Cleveland 10, Ohio.

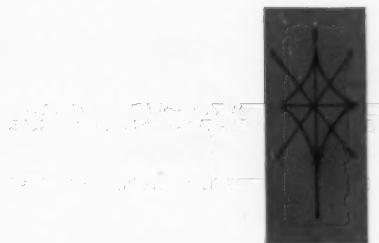


GERLINGER
®

FORK LIFT TRUCKS, CARRIERS AND TRACTORS SINCE 1919

*Gerlinger Carrier Co. is a subsidiary of Towmotor Corporation

*This advertisement first appeared in December, 1955.
It is being reprinted by request.*



in terms of human values...



This Christmas, we at Spector are again privileged to make a significant contribution to needy charitable organizations in the name of our customers.

We are deeply gratified that our Christmas Observation Program so clearly reflects the attitudes of the men and women of the transportation community. For we, like you, are firm in our conviction that the true interpretation of the spirit of Christmas can be made only in terms of human values.

In furtherance of our Christmas observance policy, we have requested our scores of suppliers similarly to forego the sending of tangible gifts to any of us. A card, a note, a call . . . and a continuing interest in our growth and well-being . . . will make our holiday season a most complete and satisfying one.

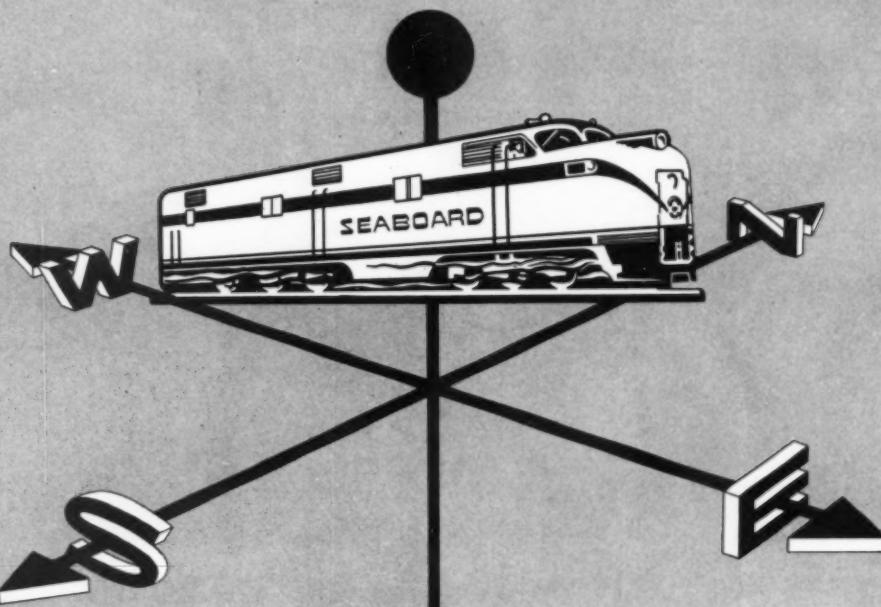
And so, for the less fortunate who on this day will benefit from your Spector routed Christmas gift—Merry Christmas.



*season's greetings from the men and women of **SPECTOR***

SPECTOR FREIGHT SYSTEM, Inc. Chicago 8

Spector • Steffke • Great American Transport



transportation *is our business!*

To the men and women of Seaboard, the phrase "transportation is our business" has a *personal* meaning, calling for individual thought and initiative, both in obtaining business and then in following through to provide complete shipping satisfaction.

When you route S.A.L., you put your freight in the hands of people who appreciate it and who are determined to keep you as a steady customer. Backing them up is a modern railroad, geared to meet every shipping need. Make Seaboard *your way* to and from the growing Southeast.



Piggyback is one more development in Seaboard progress. Now available between our on-line points and Northern cities.

SEABOARD
AIR LINE
RAILROAD

'IN THE SOUTHEAST IT'S SEABOARD'



THE ROUTE OF COURTEOUS SERVICE

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The Magazine of Physical Distribution

TRANSPORTATION
WAREHOUSING
MATERIALS HANDLING

Vol. 59, No. 12

DECEMBER 1960

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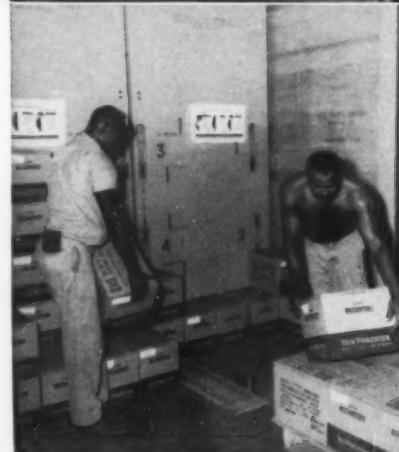
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Performance Proof No. 126

P-S Compartmentizer for Old Forester —

LOADING AT LOUISVILLE—After loading both A and B-ends of the car, 670 cases are placed in the area between the locked Compartmentizer gates. Recessed locking handles and smooth side wall lining eliminate the need for fibreboard buffers between the Compartmentizer and the load.

Below—With 476 cases of Early Times loaded in the B-end, the Compartmentizer gates are easily swung crosswise against the load face and the rack and pinion operating locks quickly engaged in the ceiling and floor keepers.



UNLOADING IN MIAMI—500 cases of Old Forester Christmas Decanters were included in the Brown-Forman shipment. These decanter cases, like the rest of the load, are removed at the McKesson & Robbins warehouse in 100% perfect, claim-free condition.

At Right—One man easily unlocks the Compartmentizer and swings the gates away from the face of the load. Note, that after traveling over 1670 miles, the load secured behind the B-end gates has not shifted or moved, thanks to the complete protection afforded by the all-steel Compartmentizer.



Requested First Early Times shipment

"I always try to ship Compartmentizer first on all long haul shipments," says Wayne S. Franklin, General Traffic Manager of Brown-Forman Distillers Corporation.



A high rated commodity such as liquor is always an expensive item to ship . . . especially when part of the shipment is specially wrapped Christmas gift packages and glass decanters. For this reason, the Brown-Forman Distillers Corporation, Louisville, Kentucky, requested a Compartmentizer-equipped box car first for their shipment of 1,650 mixed size cases of Old Forester and Early Times to the McKesson & Robbins Wholesale Liquor Division warehouse in Miami.

An insulated Chesapeake & Ohio Compartmentizer-equipped box car was loaded with 28,800 bottles of aged Kentucky bourbon, including 6,000 special Christmas decanters. On arrival in Miami, after traveling 1,670 miles over the C&O, ACL, and FEC, the load was found in 100% perfect, claim-free condition.

In this particular Brown-Forman shipment, the car was divided into three compartments with 504 cases of liquor secured behind the Compartmentizer gates in the A-end of the car and 476 cases behind the gates in the B-end. The remaining 670 cases were placed in the doorway area. As Mr. Franklin said, "This arrangement is very beneficial in not only preventing mix-up of the load in transit, but also for separating the load in our stop-off shipments."

Shippers are finding the Compartmentizer the perfect answer to shipping damage-susceptible products claim-free. An increasing number of America's railroads are equipping standard box, insulated box, and refrigerator cars with this damage prevention device. Why not arrange a test load with your traffic representative the next time you make that crucial shipment?



PLENTY OF ROOM—Electric lift trucks, roller-type conveyor belts or hand operated pallet trucks have room to spare in Compartmentizer-equipped cars. Gates open flat against the car sides and, in some models, can be swung outside the car doorway to further speed loading or unloading.

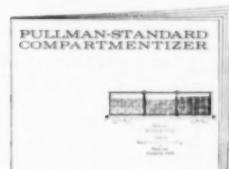


P-S COMPARTMENTIZERS have been installed in a variety of freight equipment. Straight, insulated or refrigerated box cars equipped with Compartmentizers are now in service. C&O Compartmentizer-equipped car No. 7822 protected this shipment.

ASK FOR THEM BY NAME . . . COMPARTMENTIZER-EQUIPPED BOX CARS

The following shipper-conscious carriers now have P-S Compartmentizer Cars in operation:

Atchison, Topeka & Santa Fe	New York Central
Baltimore & Ohio	Norfolk & Western
Bangor & Aroostook	North American Car Corp.
Central of Georgia	Northern Pacific
Chesapeake & Ohio	Pacific Fruit Express
Chicago, Burlington & Quincy	Pennsylvania
Chicago Great Western	St. Louis Southwestern
Chicago & North Western	Seaboard Air Line
Fruit Growers Express	Southern Pacific
Great Northern	Texas & Pacific
Merchants Despatch Transportation	Transport Leasing Company
Milwaukee Road	Union Pacific
Minneapolis & St. Louis	Western Pacific



SEND FOR THIS NEW BOOKLET

Shows how P-S Compartmentizer reduces damage claims, speeds loading and unloading, cuts costs.

PULLMAN-STANDARD

A DIVISION OF PULLMAN INCORPORATED
200 SOUTH MICHIGAN AVENUE, CHICAGO 4, ILLINOIS
BIRMINGHAM • PITTSBURGH • NEW YORK
J. C. FENNELLY COMPANY, SAN FRANCISCO REPRESENTATIVE



UNITED AIR LINES FLIES JETS TO THE MOST U.S. CITIES ...TO GIVE SHIPPERS SAME-DAY DELIVERY

Every United Air Lines Jet Mainliner® carries freight—at nearly 600 MPH! A United DC-8 Jet has $10\frac{1}{2}$ tons cargo capacity—each 720 Jet can carry 8 tons.

No other airline can move as much freight by jet as United. No other airline serves so many cities by jet as United. This is why jet freight is important to United... and important to you.

In less than a year, United's Jets have revolutionized shipping techniques. For example, you can now ship

coast to coast in less than five hours. So you can get same-day delivery everywhere that United Jets fly.

In addition, you can ship on United's fleet of fast Mainliners and Cargoliners. This combination lets you ship almost anything, anywhere, any time. So next time you want fast, reliable air freight service, call United Air Lines. Your freight will be handled with Extra Care.



THE NATION'S NO. 1 AIR CARGO ROUTE

CHUTING THE NEWS



Transportation Research Foundation Launched at TAA Directors' Meeting

The Transportation Association of America has launched a national transportation research foundation. It was created at the fall meeting of the Board of Directors.

The TAA Research Foundation is created to increase transportation policy research by universities, research organizations, and individuals. In order to launch the foundation promptly, it was agreed that the directors would serve as temporary trustees until TAA's January Annual Meeting. Then it will have 20 trustees. Dr. George P. Baker, TAA president, will serve as foundation president.

Three new members were elected to the TAA board. They are William P. Gwinn, president and chief administrative officer, United Aircraft Corp.; Allen J. Greenough, president, Pennsylvania Railroad; and Giles A. Wanamaker, vice president, The Hertz Corp.

—DA—

GTM Conference Slated

"Peacetime Transportation Overcapacity and Its Relation to the Merger Movement" is about to be discussed. This is the subject which will be taken up by E. Grosvenor Plowman, vice president, United States Steel Corp., at Northwestern University's Conference of General Traffic Managers. The conference will be held Dec. 1 and 2. Information is available from Eliezer Krumbein, assistant director of education, the Transportation Center, Northwestern University, 1818 Hinman Ave., Evanston, Ill.

ATA Roadeo Winners



Winning drivers in three classes of the 1960 American Trucking Associations' National Truck Roadeo are shown with their trophies and the International trucks they used. Drivers (left to right) are Jesse E. Albright, City Express, Inc., Baltimore, Md., four-axle tractor semi-trailer class champ; Lewis D. Gooch, Esso Standard Oil Co., Richmond, Va., tank truck class champ; and Leland H. Hellestad, Express Freight Lines, Inc., Milwaukee, straight truck class winner.

Higher Rail Freight Rates In Effect; Some Not Okayed

The ICC approved, effective Oct. 24, most of the increases in line-haul freight rates asked by railroads.

Other increases in rates and charges were suspended. The overall percentage increase sought by the railroads was about 1.7 per cent.

The ICC found that certain of the schedules should be suspended and investigated. Another group of rates was placed under investigation but not suspended. In certain instances the railroads are permitted to file schedules making lesser increases than those proposed.

The suspensions are for seven months. They cover minimum charge per car, car detention or rental charges, charges for a third transit, and reduction of free time at ports to five days.

Schedules relating to bituminous coal, iron ore, and switching rates became effective. However, investigation of them continues.

Schedules suspended but under which the railroads may file lesser increases on one day's notice include:

1. Increase on combination rates. The lesser increases authorized to be filed will not exceed the increase which would otherwise result if such rates were published as single factor rates.

2. Increase on fresh or green fruits or vegetables (not cold pack or frozen). The lesser increase to be filed is not to exceed \$2 per car.

3. Increase on petroleum coke. The lesser increase to be filed is in the amount of 7 cents per net ton.

(Please Turn Page)

Chuting the News . . .

(Continued from Preceding Page)

Gill Elected President of ATA; Frantz Becomes Chairman of Board

John J. Gill is the new president of the American Trucking Associations, Inc. He succeeds Welby Frantz, who becomes chairman of the board. Gill is president of Petroleum Heat and Power Co., of Providence, R. I. Frantz is executive vice president of Eastern Express, Inc., Terre Haute, Ind.

Clarence Kelley, of Dixie-Ohio Express, Inc., was elected first vice president. R. Stuart Moore, president of Los Angeles-Seattle Motor Express, Inc., was re-elected second vice president and Clinton L. Sanders, Perkins Freight Lines, was named third vice president. Fourth vice president is O. B. English, president. Red Ball Motor Freight, Inc. John M. Akers, Akers Motor Lines, was re-elected treasurer and Harry L. Gormley, president, Keystone-Lawrence Transfer and Storage Co., was re-named secretary.

Frantz, drawing observations from his experience of the past year, made two clear points. One is that the truck will expand its usefulness to a growing America. The second, he said, is that the basis of the battle between trucks and rails is no longer taxes, dimensions, or public attitude on truck disabilities. "It is plainly the question as to who shall own and operate for-hire truck service —the independent industry or the railroads."

Michael P. Murphy, vice president, Gateway Transportation Co., Chicago, was elected chairman of the Regular Common Carrier Conference. Others elected were A. Ewing Greene, Jr., Johnson Freight Lines, first vice chairman; O. B. English, Red Ball Motor Freight, second vice chairman; "C" Harland, Bruce Motor Freight, third vice chairman; and Alvin Hill, Illinois-California Express, treasurer.

The Contract Carrier Conference re-elected Ray A. Brown chairman. Other officers are: Jack Cooper, Jack Cooper Transport Co., vice chairman; J. F. Boone, of A. G. Boone Co., secretary; and

—DA—

J. Albert Kramer, of Rabiger-Kramer, Inc., treasurer.

H. E. Manker, general traffic manager, Proto Tool Co., was elected president of the Private Carriers Conference. W. L. Fayle, Burlington Industries, was elected first vice president; H. D. Carmichael, Standard Oil (Kentucky), second vice president; and W. E. Givens, Ford Motor Co., secretary.

Delta Nu Alpha Names Arpaia Man of the Year

Anthony F. Arpaia, former member and past chairman of the ICC, is the "transportation man of the year."

The award is presented by Delta Nu Alpha Transportation Fraternity. The recipient now is vice president-international services of the Railway Express Agency.

Arpaia received a special plaque "in recognition of his outstanding contribution to the advancement of the traffic and transportation profession."

Presentation of the award was made at the group's three-day Annual Meeting in Roanoke, Va.

President John Y. Cassell, of Delta Nu Alpha, in presenting the award, said that during Arpaia's ICC service, the commission gained greater recognition and stature in the eyes of Congress and the American people. "He has continuously sounded the alarm and signaled the importance of maintaining a strong and efficient transportation system throughout the nation."

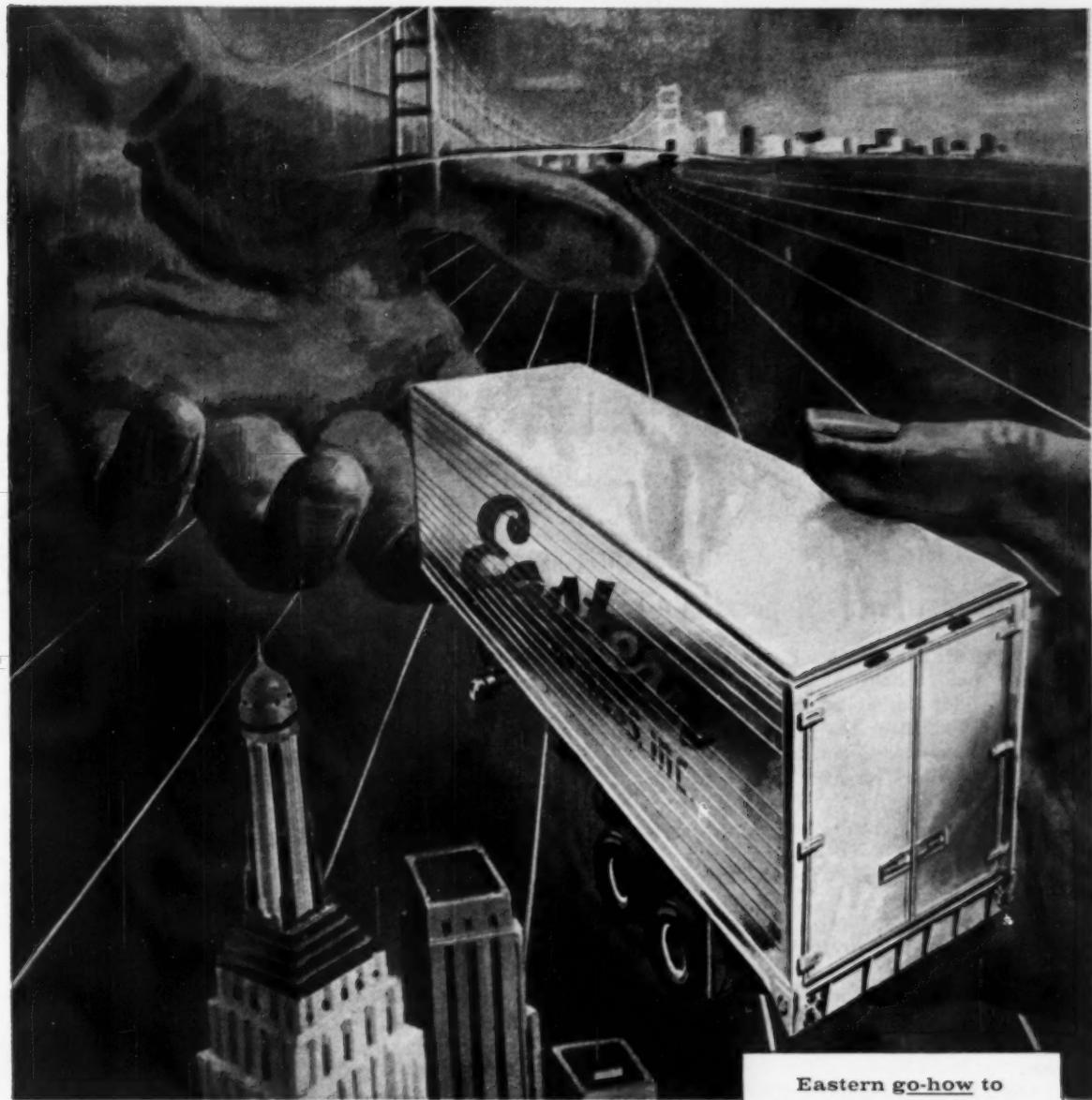
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Waybills, 250, in Eight Minutes



Members of the Regular Route Common Carrier Conference test 1000-word per minute teletypewriter service. Shown (left to right) R. L. Hake, AT&T Co.; Robert Gardner, RCCC staff; W. E. Elder, ATA; Alvin Hill, Illinois-California Express, Inc.; E. L. Murphy, Jr., Murphy Motor Freight Lines, Inc.; R. W. Furtick, W. T. Cowan, Inc.

CLOSING THE DISTANCE BETWEEN MATERIALS AND MARKET . . . THE MODERN MOTOR CARRIER: EXPANDING MARKETS



Multimillion-ton cross-country relay: Shipments routed by motor carrier directly to major "gateway" centers . . . then *interlined* intact (trailer and all), straight through to destination at a saving in time and handling costs. TL or LTL, over land or over sea, Eastern Express, with its co-operating inter-carrier arrangements, serves shippers well in an expanding, demanding market.

Eastern
EXPRESS, INC.

"The motor carrier with more go-how"™



GENERAL OFFICES: 1450 WABASH AVENUE, TERRE HAUTE, INDIANA • Connecting the Eastern Seaboard with the Industrial Midwest: Akron • Baltimore • Bethlehem • Boston • Bridgeport • Chicago • Cincinnati • Cleveland • Columbus • Dayton • Evansville • Ft. Wayne • Harrisburg • Indianapolis • Metuchen • New York City • Philadelphia • Pittsburgh • Providence • St. Louis • Trenton • Zanesville

**Eastern go-how to
here, there, everywhere**

Excellent interline arrangements assure coverage as wide as industrial America.

Direct, thru-trailer service:

- No "break-bulk" enroute
- Safe, on-time deliveries
- Less handling
- Less transit time

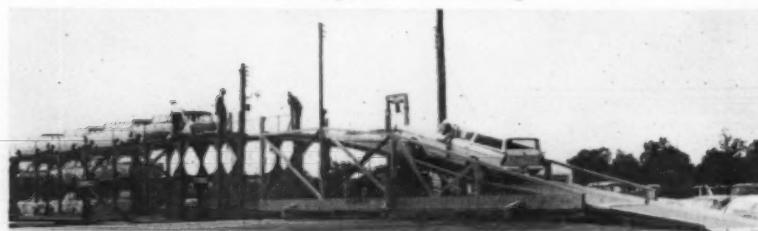
Modern communications system, in-terminal and on the road—provides constant, positive control.

2200 go-how people are at your service to guide your shipping all the way.

Chuting the News . . .

(Continued from Page 8)

Loading and Unloading



Buck Equipment Corporation's new "LUL" (loader and unloader) is shown in loading position at Frisco Lines yards, St. Louis. LUL permits loading of 12 standard size or 15 compact automobiles on new triple-deck Pullman Standard cars and Whitehead and Kales carriers. It is also used for loading trucks on double-deck railroad carriers.

Zahn New President of Packaging Institute; 22nd Annual Forum Honors Industry Leaders

Lawrence H. Zahn, director of the Purchasing and Package Development Division, Ciba Pharmaceutical Products, Inc., has been elected president of the Packaging Institute.

Zahn was elected by the Board of Directors at a meeting held during the 22nd Annual National Packaging Forum. He succeeds Charles W. Kaufman, director, research and development, National Dairy Products Corp.

The board also elected as vice presidents and members of the executive committee Fred W. Langner, of Socony Mobil Oil Co., Inc., vice president and treasurer; Allyn C. Beardsell, Mead Containers, Inc., vice president-membership; and Iven G. Nichol, Morningstar-Paisley, Inc., vice president-Annual Forum.

At the Annual Awards Dinner, Charles A. Lewis, director of the Containers and Packaging Division, Business and Defense Service Administration, U. S. Department of Commerce, received the institute's professional award for major contributions to the field.

The new package developed by the Surgical Products Division of American Cyanamid Co. for sterile surgical sutures won the Corporate Award.

W. Earl Graham, eastern sales manager, Clayton Corp., was the winner of the Technical Operations and Planning Board Award. His paper was selected from a group of more than 50.

Great Future Predicted For Gas-Turbine Truck

A 200-lb gas turbine engine, which could replace present 2500 lb truck engines, was described recently at the Southern Research Council's conference on "Tomorrow's Transportation."

Welby M. Frantz, of Terre Haute, Inc., president of the American Trucking Associations, Inc., was the speaker. He said that high hopes are held for the gas turbine. Its features include "light weight, compact design, and probable simpler maintenance."

"Gas turbines pack an enormous wallop in a 200-lb package of turbine," he said. "The gas turbine engine does not need a radiator, water pump, fan and associated accessories. In the case of one model, a complete engine change can be made in four hours or less, and because of light weight and ease of installation, at roadside if necessary."

Pan American Rail Congress Told of Need for Rate Change

U. S. railroads must revise their system of freight rates to make railroad pricing competitively effective.

This statement was made by Edgar V. Hill, chairman of the Traffic Executive Association—Eastern Railroads. He was a speaker at the 10th Pan American Railway Congress.

"An economic schedule of rates," he said, "is one which (1) will in all cases at least cover direct costs of movement by rail; (2) wherever railroad costs permit, will be lower than the cost of alternative movement by truck, and (3) where railroad costs and competitive truck costs will permit, will earn a substantial profit for the railroads above direct handling costs."

Herbert O. Whitten, senior consultant-revenue research of the Chesapeake and Ohio Railway, said that U. S. railroads need to undergo extensive change in their technology, service, and internal economic policies. Otherwise, the speaker said, they will not share in the tremendous transportation increase of the next 20 years.

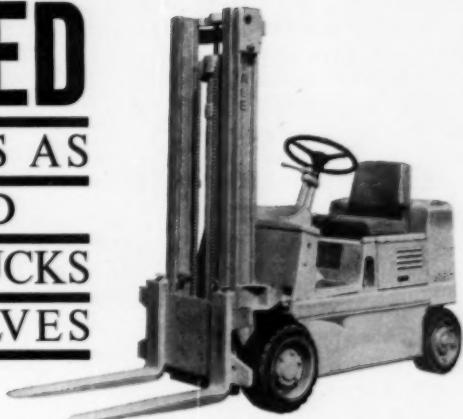
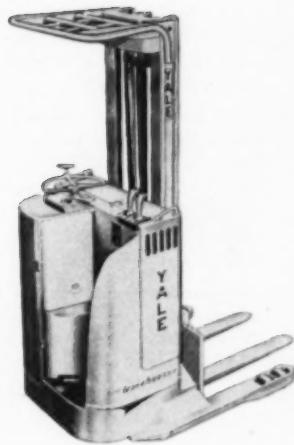
Through extensive organization of sound objective and professional research, Whitten said, the industry may be able to obtain a volume of nearly 2 trillion ton-miles a year by 1980.

A 44-page booklet "Loss and Damage" highlights some of the more practical methods of preparing goods for shipment and arranging for their safe transportation. It points out that the responsibility for the prevention of loss and damage to government freight is not solely that of the freight-traffic manager, but is shared by the packers, freight handlers, truck drivers, and delivery and receiving clerks, as well as the warehouse or terminal managers. The booklet is being distributed to federal agencies and is available to the public through the Government Printing Office, Superintendent of Documents, Washington 25, D. C., for 35 cents a copy.

(Please Turn to Page 12)

YALE TRUCKS LEASED

ON PLANS AS
VARIED
AS THE TRUCKS
THEMSELVES



One of the following Four Flexible Finance Plans will put any Yale Truck to work earning profits for you immediately. The advantages of each plan, outlined here, will help you decide which plan best meets your requirements. Look them over.

Time Payment Plan. Under this plan you make a small down payment and the truck is delivered. Thereafter you make monthly payments adjusted, within reasonable limits, to your requirements.

1

2

Leasing Plan. Under this plan you can lease a Yale gas or electric truck for a period up to 5 years with renewal options available for additional periods. Rates of payments are flexible to meet your needs.

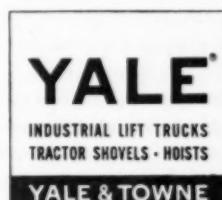
Leasing Plan with Purchase Option. Under this plan you get the advantages of a straight leasing plan on pre-arranged monthly payments. But you can arrange for title of ownership to the truck by paying a small additional sum at the end of the lease.

3

4

Leasing Plan with Maintenance. Under this plan you can lease a Yale truck on terms outlined in Plan 2 or 3. But for an additional sum you can obtain full maintenance including all repairs, replacement of parts, and labor costs.

These Four Flexible Finance Plans represent the basic financial terms under which Yale trucks are leased. However, if you are confronted with unusual circumstances, we will make every effort to arrange a special plan "tailored" to your specific needs. But whichever Yale plan you decide upon, remember that you will have the best in lift truck equipment powered by gas, electricity, Diesel or LP gas. For more information write to your nearest Yale dealer or to us direct. **Yale Materials Handling Division, a Division of the Yale & Towne Manufacturing Company, Dept. X-010, Philadelphia 15, Pa.**



Circle No. 3 on Card, Facing Page 48, for more information

Chuting the News . . .

(Continued from Page 10)

International Airlines Plan Ground Handling Research

The International Air Transport Association will set up a task force to find ways of speeding the processing of passengers and cargo in airports.

Formation of the group was approved at the 16th Annual General Meeting in Copenhagen. Ground handling problems, Sir William P. Hildred, IATA director general, said, are often aggravated by many forces. He mentioned highway congestion, poor layout of terminals, inadequate terminal facilities, and excessive government formalities.

The group will be made up of 12 members. E. P. Whitfield, traffic director of British European Airways, is chairman.

In his annual report, Hildred noted that "the needs of air cargo grow increasingly urgent as the amount of existing load rattles a handful of peas in the gourd of expanding capacity."

Stating that IATA airlines will have at least 60 all-cargo planes in service by 1961, he said that rates, services, and sales appeals must be directed toward getting greater bulk cargoes.

—DA—

Piggy-back carloadings for the first 36 weeks of 1960 totaled 379,339, an increase of 97,541 cars or 35 per cent over the corresponding figure for 1959. This also represented an increase of 112 per cent or 200,564 cars over the 1958 report.

—DA—

PTC to Hold Exposition

A variety of new products for truck operators will be featured at the 1960 Fleet Maintenance Exposition. Sponsored by the Private Truck Council of America, Inc., it will be held in the New York Coliseum, Dec. 5 through 8.

—DA—

New Conference to Promote Interests of U. S. Waterways

A new organization has been formed to promote the interests of the waterways of the U. S.

Known as the National Waterways Conference, Inc., it reports a membership of over 100. Its members are shippers, carriers, waterways service organizations, regional trade and development associations, port authorities, and chambers of commerce.

The organization meeting was called and presided over by Braxton B. Carr, president, The American Waterways Operators, Inc.

The principal discussion centered on proposals to assess tolls or user charges on the waterways. Tolls were regarded as "potentially ruinous."

(Please Turn to Page 22)

Tour Distribution Center



Mail order executives from West Germany and Holland recently toured the Milwaukee distribution center of the General Merchandise Co. They had come to see the computer-linked package sorting conveyor system by Speaker Sortation Systems, Inc. (See DA September '60) The series of trays moved by a horizontal loop conveyor sorts packages automatically at rate of one per second.

Coming Events

Dec. 5-7—AMA's Workshop Seminar "Packaging for Minimum Loss and Liability," The Hotel Astor, New York City.

Dec. 5-8—Private Truck Council of America, Fleet Maintenance Technical Program and Exposition, Coliseum, New York City.

Dec. 7-9—AMA's Workshop Seminar "Selection, Training & Development of Packaging Personnel," The Hotel Astor, New York City.

Dec. 11-14—Materials Handling Institute, Joint Industry Annual Meetings, Industrial Truck Assn., Association of Lift Truck and Portable Elevator Mfrs., Monorail Mfrs. Assn., College Industry Committee on Material Handling Education, Savoy-Hilton Hotel, New York City.

Jan. 9-13—International Congress & Exposition of Automotive Engineering, Society of Automotive Engineers, Cobo Hall, Detroit.

Jan. 23-25—"Technological Change and the Future of the Railways," Transportation Center, Northwestern University, Evanston, Ill.

Jan. 25-26—American Trucking Assns., Executive Committee Meeting, ATA Building, Washington, D. C.

Jan. 29-Feb. 1—Truck-Trailer Manufacturers Assn., Annual Convention, Hollywood Beach Hotel, Hollywood, Fla.

Feb. 2-3—Private Truck Council of America, Annual Convention, Sheraton Hotel, Dallas, Tex.

Feb. 8-April 26—Fifth Annual Effective Fleet Supervision Course, University College, Syracuse, N. Y.

Feb. 19-25—American Trucking Assns., Industrial Relations Committee Meeting, Americana Hotel, Miami Beach, Fla.

Feb. 22-24—Materials Handling Institute, Pacific Coast Show, Cow Palace, San Francisco, Calif.

Feb. 27-Mar. 3—University of Kansas, Extension Center, 4th Annual Midwest Work Course on Materials Handling Analysis, Kansas City, Kans.

Mar. 20-31—Industrial Packaging Short Course, Purdue University Campus, Lafayette, Ind.

—DA—

According to the United States Department of Commerce, the Maritime Administration now has a total fleet of 2045 ships and the United States Merchant fleet remains at 3048.



LOADED WITH NEWS—this Mack B-61T Model easily maintains top legal speeds, faithfully delivers its cargo of daily newspapers throughout a large Midwest area. Its Thermodyne diesel dependability rolls up 5,000 trouble-free miles every month. Other Mack tractors and platform trucks speed newspapers and magazines to metropolitan Chicago news dealers.

PERISHABLE—handle with Macks!

Nothing's as stale as yesterday's news. That's why "high-ball" delivery of daily newspapers is a must... and why the Chas. Levy Circulating Company of Chicago, the Midwest's largest newspaper and magazine distributor, is switching to Macks. Macks give the top legal speeds needed for fast runs and the everyday dependability essential to this five-state operation.

No matter what the weather—and it varies from 25° below to 105° above—or the traffic conditions, the company's Macks operate faultlessly with no appreciable downtime. This means that

news dealers and distributors in five states as well as in Chicago's outlying suburbs are assured of dependable, regular, on-time delivery.

For the same reasons you'll find more and more haulers of "perishable" commodities joining the trend to Mack trucks. Many are specifying the added advantages of Mack-built, world-famous Thermodyne® diesel power, too—among them, lowest fuel and maintenance costs... complete reliability... and long, trouble-free operating life.

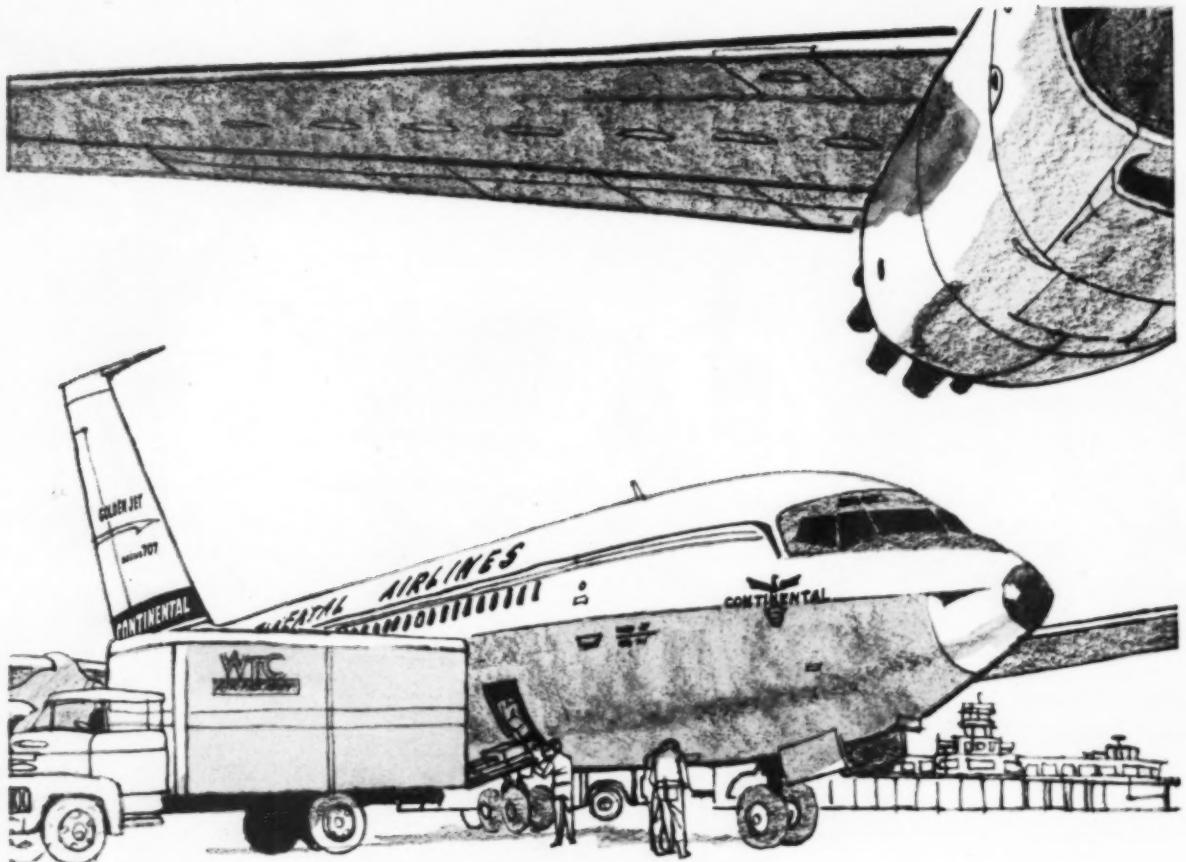
Whatever you haul, wherever you haul—your Mack branch or distributor

has the exact Mack truck or tractor, diesel or gasoline-powered, to deliver your cargoes safely and quickly. Have your Mack representative supply you with the names of other successful Mack operators, and stack their operating gains against your own. Mack Trucks, Inc., Plainfield, New Jersey. Mack Trucks of Canada, Ltd., Toronto, Ontario.

7876

MACK
FIRST NAME FOR
TRUCKS





From the Cargo Files of the most experienced jetline in the West!

Rush or routine...WTC Air Freight counts on Continental's Jet Cargo service!

When customers count on WTC Air Freight—one of the nation's largest and most experienced air freight forwarders—WTC Air Freight counts on Continental. One result: the best possible service for air freight users.

For routine operations, there's the speed and efficiency of Continental's Golden Jet Boeing 707 fleet. There's also Continental's superior record of on-time jet performance—for day-to-day, door-to-door scheduling security.

In an emergency, there's the "Instant Boarding" system—so that even when jet cargo reaches the field only half an hour before flight time, Continental Airlines

makes sure it's aboard and jetborne right on schedule.

You can count on Continental. There are thirteen pure jet cargo flights between Chicago and Los Angeles every day. Plus jet cargo service to Denver, Kansas City, Houston, and El Paso. What's more, Continental's DC-7B's and Jet Power Viscount II's serve 23 major cities in the West and Southwest for air freight forwarders, air freight customers.

Want more information? Simply contact your Continental Cargo Manager or write: Mr. Lee Slay, Director, Cargo Sales, Continental Airlines, Stapleton Field, Denver 7, Colorado.

New! Minimum air freight charge only \$4.00 on Continental!

CONTINENTAL AIRLINES

On the Line-



We Answer Some Questions

While attending a convention recently, a man came up and introduced himself. He also introduced a man with him, who was the president of their company.

"On several occasions we've discussed distribution management," the first man said. "I've been asked some questions about it that I couldn't answer. Would you help me?"

We didn't have much time but we said we would try. The president asked these:

Q: "Using the language of standard industrial job classifications, what are the duties of a distribution manager?"

A: Functionally, he is an administrator; operationally, a general manager. Depending on the size of the company, he's either a line officer or a department head, with monitors coordinating such functions as sales and production. He has full charge over such functions as traffic, transportation and warehousing.

Q: Who of the normal complement of industry management personnel is best qualified for this job?

A: The choice of one job title is the wrong approach. There are two or three logical possibilities. Actually, a capable general officer, whether he knows anything about the details of physical distribution or not, should be the number one prospect.

When pressed for a direct answer to this question, we approach it operationally. The distribution manager's job, to put it briefly, is to "deliver the goods quickly, safely and economically." This also is the normal responsibility of the traffic manager. Therefore, the traffic manager is a prospect.

If it happens that the traffic manager also is a good executive—and familiar with the full scope of the company's operations—he should be rated over the general officer.

Q: "What should be top management's objective and procedure for organizing this distribution operation?"

A: To answer this question, we asked the president to draw an organization chart of his company. Then we drew a chart. (With two small changes it looked like the one published on Page 38 of the March 1960 issue of Distribution Age.) This, we pointed out, should be the organization objective.

The operational objective should be the reduction of distribution costs, and better customer service.

As for the procedure, we suggested an orientation meeting with top level and middle management. The president would discuss the proposed reorganization. Next, he would ask all how each could collaborate and provide liaison for communication. Finally, he would set up "dry runs" for smooth operation; then set "D-day."

In the meantime, we said, the GTM should be sent out "on the road." There is no better school. He should spend some time in each branch plant; make calls with some of the company's top salesmen; visit each distribution center; and spend a day or two in the purchasing, engineering and accounting departments.

At this point our time ran out. Our acquaintances said we gave them something to think about. We hope that this report of that interview also will serve others.

Salesmen, Take A Bow!

One day we visited a traffic manager as he was about to inspect some experimental shipments. We were invited to go along.

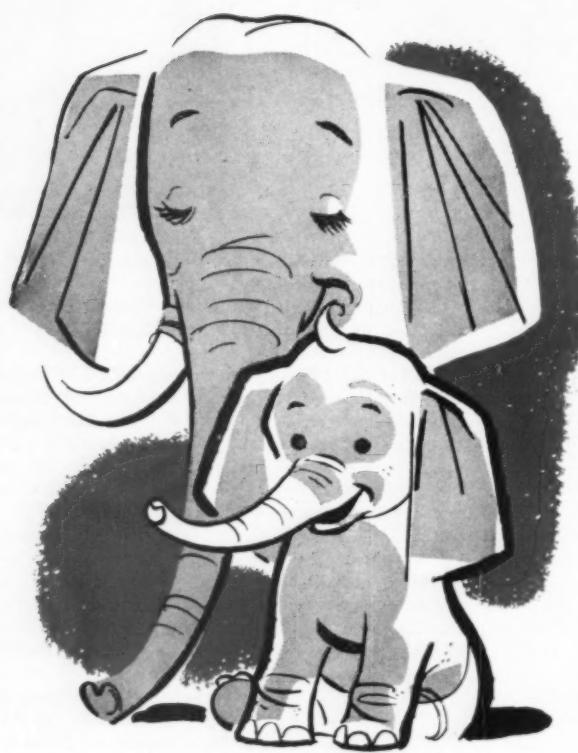
On our way to the receiving department he told us that these were hand-made cartons to test a smaller size and a new cushioning material. The object was to reduce tare weight and increase product safety during transportation.

We looked at the cartons and saw that their condition was good. Then they were opened. Again, the condition of the contents was good. Everybody was delighted.

Back at the TM's office he made this significant comment: "We've held tests in the past, but this is the first in which a carrier salesman took a part. He learned about this material and urged us to test it."

"Salesmen have come a long way from just selfish tonnage interest to giving us real technical assistance. We will save three pounds and six ounces on every shipment with this carton. And we could save big money by reducing product damage."

A. V. Greene EDITOR



LITTLE PACKAGE BIG SERVICE



**Coordinated communications
assure constant control of cargo.
Experienced, efficient handling
assures safe, speedy delivery.**



When it's LTL... it's NTL

43 TERMINALS SERVING 3,000 POINTS DAILY



**NORWALK TRUCK LINES, Inc., Norwalk, Ohio
NORWALK TRUCK LINES, Inc., of Delaware
Operating and Sales, Lancaster, Pa.**

Yakkety Yak

By Ye Editor



"My mother-in-law tells me that you have a piggyback service."

"Sure do!" replied the eager agent at the freight office.

"What'll you charge to take my six kids out for an hour?"

CONFUCIUS SAY: "He who take 'one for the road,' get cop for chaser."

EMBERS—The International Association of Fire Chiefs estimates that U. S. fire losses will break all records this year.

. . . Well, let's face it, we've had lots of red hot issues and inflammatory material tossed at us during the election campaign.

ICC—Speaking of voting, our Washington news editors tell us that the Commissioners vote on one plea or another every 2½ minutes daily.

. . . That's the truth, my friends. It only seems to be every 2½ years.

A BRAG—We're getting ready for our annual forecast issue next month. Wotta job!

. . . But there are compensations, especially when the guesses come out correctly, or nearly so.

. . . A year ago, we estimated the inventory buildup for 1960 at 3.6 billion.

. . . U. S. Department of Commerce figures (adjusted for seasonal variations) show, as we go to press, the preliminary total inventory book value at the end of September to be \$92.6 billion. The total for the same period in 1959 was \$88.4 billion.

. . . This comes to a \$4.1 billion buildup—a mere \$500 million off.

. . . by Dec. 31, we expect a tapering off—easily by \$500 million.

FOOTNOTE—Our shoe business editor says men's feet are growing one-third of an inch every 20 years.

. . . Average shoe size 75 years ago was 7—today it's 10.

. . . He was too polite to talk about milady's feet. Our guess is that they've spread a bit, too. And those new shoe styles make them look bigger.

How 3 National Fleets save Time and Money

with the **WATSON** **Hide-A-Gate**

HIDE-A-GATE is the powered elevating tailgate that hides away under the bed when not in use. It gives you these important advantages:

1. You can back up tight against a dock
2. You don't have to lower the gate to open van doors
3. It's easier to park in tight spots—no gate overhang or projections.

And, of course, you get all the advantages of a fast, safe, reliable power gate for ground or curbside loading—at a touch of the control lever.



SHERWIN-WILLIAMS CO. find parking much easier on store deliveries with Hide-A-Gate—it folds under the bed with no overhang or projections until ready for use.



PACIFIC INTERMOUNTAIN EXPRESS shows here how easy it is to dock load with a Hide-A-Gate. No need to lower the gate to open doors, or to run fork lifts over the gate platform—just back in tight to the dock and load or unload.



CONSOLIDATED FREIGHTWAYS' Hide-A-Gate gives this new van the advantage of power gate for ground or curbside loading—yet no gate interference when dock loading.

Hide-A-Gate handles loads to 1,200 lbs., is easy to install on 1 1/2 ton and larger trucks. Electro-hydraulic (6v or 12v) and power take-off models available. Why not get the facts now—write for literature, prices.

Please address Dept. 26

H. S. WATSON CO.

1316 67TH STREET
EMERYVILLE, CALIFORNIA
1606 LASKEY ROAD
TOLEDO 12, OHIO

WATSON

Circle No. 5 on Card, Facing Page 48, for more information ²²

13,662 sq. ft. of plate GLASS shipped FRISCO PIGGYBACK



66 jumbo glass panes
weighing 1,384 lbs. each
shipped St. Louis to Texas
without damage

Recent FRISCO Piggyback

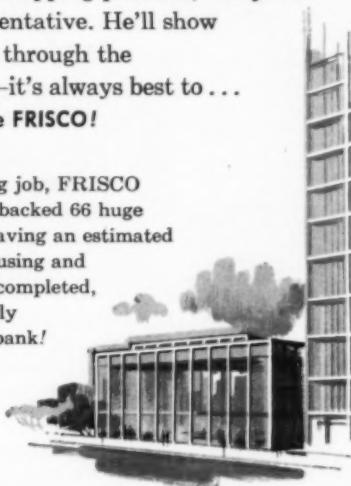
shipments contained a fragile,
brittle commodity. Plate Glass panes—
 $\frac{1}{2}$ inch thin, 9 feet wide and 23 feet high
—were the largest ever made by a nationally
known glass manufacturer.

Shipper carefully crated plates and entrusted their
loaded trailers to FRISCO Piggyback. The glass
arrived at destination in perfect condition.

Whenever you have a shipping problem, call your
FRISCO Sales Representative. He'll show
you why—to, from or through the
Southeast-Southwest—it's always best to . . .
Ship It Piggy-Back on the FRISCO!

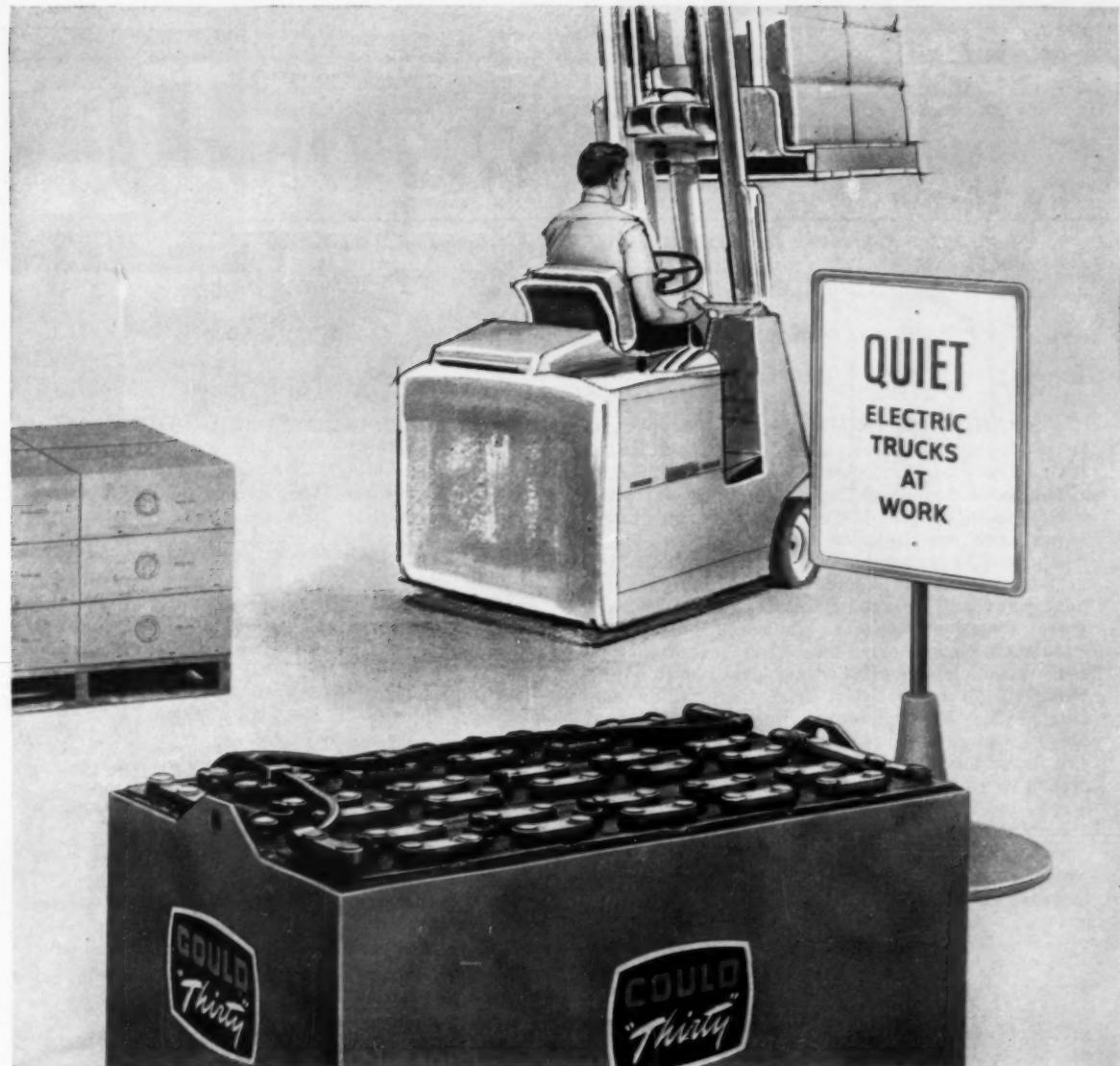


For this Texas-size glazing job, FRISCO
and its connections Piggybacked 66 huge
panes direct to job site, saving an estimated
\$5,000 unloading, warehousing and
reloading charges. When completed,
there will be approximately
 $4\frac{1}{2}$ acres of glass in this bank!



5,000 MILES SERVING:

MISSOURI • KANSAS • ARKANSAS • OKLAHOMA • TEXAS • TENNESSEE • MISSISSIPPI • ALABAMA • FLORIDA



Electric Trucks *REDUCE NOISE LEVELS*

Quiet operation of battery-powered electric trucks eliminates distraction and annoyance to workers performing other production work. Quiet operation is an outstanding advantage when it is necessary to give verbal instructions to truck operators or to signal them by a dispatch system. Finally, quiet battery-powered electric truck operation is a valuable safety factor—the operator can concentrate better on activity around him.

Add quietness to a convincing list of other benefits—lower operating cost, less maintenance, clean and safe operation—and you can see why users prefer electric trucks for modern, efficient materials handling.

Electric truck users generally agree on one other point, too—Gould Batteries for longer life. With the vital new Silconic Plate, Gould Batteries offer up to 25% longer life through prevention of grid corrosion.

Join the list of satisfied users who prefer this ideal combination of battery-powered electric trucks and Gould Batteries. For more complete information, write or call the local Gould representative nearest you. Ask for booklet "Why We Use Battery-Electric Industrial Trucks." Gould-National Batteries, Inc., Trenton 7, N. J. In Canada, write to Gould-National Batteries of Canada, Ltd., 1819 Yonge Street, Toronto, Ontario.

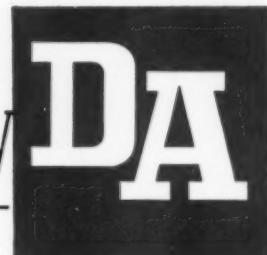
More Power to you from **GOULD**

Circle No. 6 on Card, Facing Page 48, for more information



WASHINGTON

By Neil R. Regeimbal, *Chilton Washington News Bureau*



RAIL RATE TRIMMED—Rail freight costs for shippers probably won't go up as much as the ICC authorized, transportation experts predict. ICC approved most of the higher line haul hikes the railroads proposed. This will raise rates about 1 per cent, compared to 1.7 per cent the roads had asked. It will raise rail revenues about \$100 million a year. But experts believe the higher line haul costs will be used in part to help the rails make selective rate cuts in many competitive situations. New charges are 1 per cent higher on rates previously over 65 cents per 100 lb and a half-cent on rates below that. Commission suspended for the full seven months (until next May) proposals to reduce free time at ports to five days, boost the minimum to \$60 a car, increase fees for cars used in plant service to \$7.50 a day, and hike the charges on third transit stops.

PROBE FREE STORAGE—Maritime Board officials are warning that firms which continue to grant illegal "excessive free time and storage" on export and import cargoes face court action. The Board has opened a probe of complaints of such illegal activities along the West Coast, particularly in Seattle and Portland. Officials contend granting excessive free time or storage results in undue preference to certain shippers, localities, and traffic. Board is now reviewing several free time and storage cases to determine when they become excessive, but it indicates in some cases that practices are clearly far out of line.

FIGHT PICKUP FEES—Shippers are bitterly protesting proposals of the Eastern railroads to impose a new fee for pickup and delivery services. Proposed charges were 60 cents a 100 lb at New York and Chicago and 50 cents at Philadelphia, Baltimore, and Washington, scheduled to go into effect Nov. 10 unless killed or suspended by the ICC. Shippers, including the National Industrial Traffic League, claim the fees are "extortionate," and charge the roads attempted to conceal the proposal.

UNION PROMOTER SAFE—The National Labor Relations Board again reminds employers that it's illegal to fire workers for promoting unions. In a recent case, the NLRB ordered the re-hiring of an employee on the grounds that she had been illegally fired for her activities on the part of a union. The company contended that she was fired for poor work.

ALTER MOVING REGULATIONS—The Defense Department, working with the household goods moving industry, has issued new policies for distributing traffic among carriers. It's a modification of an earlier proposed change, since withdrawn, and present regulations. The policy goes into effect July 1, but won't be applied until Dec. 1 when the Army, as single manager for moving, drafts implementing regulations. Carriers eligible for traffic will be judged on facilities including warehouses, equipment, and service; performance reports; reports of regulatory bodies; claims for loss or damage filed against them, and settlements of these claims.

ENFORCE SHIPPER RULES—ICC is adopting a policy of tough enforcement for shippers who help motor carriers violate the transport laws. Cases under particular study include: Unauthorized operation by a carrier under the guise of a lease of vehicle to the shipper; "buy-and-sell" operations to attempt to make a common carrier operation appear to be a private carrier; violations of tariffs, and illegal credit extensions. Under the law, a shipper who helps a carrier violate the law is also guilty.

PUSH GRAIN STORAGE REFORM—Critics of the government's current grain storage program are planning to push hard next year for what they consider "reforms." Proposals for change, pushed by some members of both parties, include: Government use of renegotiation of contracts to recapture any "excess profits"; scrapping the uniform rate in favor of geographic differentials; instituting lower rates for guaranteed term of storage, and when a high percentage of a warehouse is used; and improved cost study techniques by the government.

GRAIN STORAGE STEADY—The number and capacity of commercial storage firms which have signed contracts with the U. S. Agriculture Department to store grain remains steady in spite of sharp cuts in payment rates. Total capacity for the new storage year under the reduced payment rates is 4.2 billion bushels, about the same as at the higher rates. Some 9850 warehouses signed up, about 131 short of the total under the old rates. Some 106 warehouses with a capacity of 31.1 million bushels which had previously held government contracts dropped out.

GET IT THERE SAME DAY!




Got a shipment going hundreds of miles? Get it out by 9 A.M....it arrives the same day! Got a shipment going about 50 miles? Ship it out around 9 A.M....it's there by noon!

Whatever the destination of your shipment, chances are, a Greyhound is going there anyway...right to the center of town. Greyhound travels over a million miles a day! No other public transportation goes to so many places—so often.

You can ship anytime. Your packages go on regular Greyhound passenger buses. Greyhound Package Express operates twenty-four hours a day...seven days a week...including weekends and holidays. What's more, you can send C.O.D., Collect, Prepaid...or open a charge account.

SEND THIS COUPON NOW! IT CAN SAVE YOU TIME AND MONEY!

**GREYHOUND PACKAGE EXPRESS
DEPT. 4L, 140 S. DEARBORN ST., CHICAGO 3, ILL.**

Gentlemen: Please send us complete information on Greyhound Package Express service...including rates and routes. We understand that our company assumes no cost or obligation.

NAME _____ TITLE _____

COMPANY _____

ADDRESS _____

CITY _____ ZONE _____ STATE _____

IT'S THERE IN HOURS...AND COSTS YOU LESS!

SAVE



TM *

(*time-money)

On Materials Handling
Equipment with a

RYDER LEASE

Why let your watch tick away money when materials handling equipment is down? With a Ryder Lease, Time-Money problems caused by down-time are off your desk for good. Ryder leased equipment is ready to work for you *all around* the money clock. Ryder's expert preventive maintenance *keeps* your leased equipment running—removes most of the causes of breakdowns, and standby units are always ready to handle the unexpected.

All you do is budget a monthly economical lease rate which can include auto and truck rental, if you wish.

Isn't it about time you wrote for the "Full Story" from . . .

RYDER TRUCK RENTAL
INC.

P.O. Box 33-816, Dept. F22, Miami, Florida



DIVISION OF RYDER SYSTEM

Chuting the News . . .

(Continued from Page 12)

ICC to Appeal Decision

The ICC has announced that it will appeal the district court decision on contract carriers. In its notice it raised four questions: If the court erred in holding that Congress intended to require the ICC to grant a contract carrier permit when motor common carriers can provide adequate service; if it is correct that the Interstate Commerce Act refers only to carriers actually serving the shippers in covering diversion of traffic; if the court erroneously concluded that the ICC had placed upon the applicant the burden of proving present service inadequate; and if the court erred in holding that the 1957 amendments to the act made exclusive the five factors which the ICC was to consider.

—DA—

News Briefs

Temporary authority to manage Southern Plaza Express, Inc., a general commodity carrier, has been granted Ryder System, Inc., by the ICC.

The Foreign Trade Zones Board has approved the establishment of Toledo, Ohio, as the site of the first Foreign Trade Zone on the Great Lakes.

Members of the Signal Section of the Association of American Railroads heard reports on automatic train controls, signal systems that "think" for themselves, hot-box detectors, and micro-wave voice transmitters, at a recent meeting.

The Illinois Central Railroad has applied to the ICC for authority to acquire stock control of the Louisville and Nashville Railroad.

Joint highway-rail and highway-sea transportation by container is expected to expand in the years ahead, and become a "great boon to farm marketing." Forney A. Rankin, director of farm relations for the American Trucking Association, made the prediction before the National Association of Marketing Officials.

A new profit sharing retirement program for employees of Ringsby Truck Lines, Inc. has been initiated under the premise that a successful corporation is built on teamwork, and that members of a winning team deserve to share in the profits.

A new era has been achieved in Inter-American transportation with

the roll-on of 35 insulated aluminum trailers and other cargo on the "Flagler Odeca." This flagship is the first of Sea-Highways' new trailership fleet, which left from Port Everglades, Fla., recently.

A special meeting of the Southern Railway Co.'s stockholders will be held to consider and authorize the issuance of \$150 million in bonds. It is proposed to purchase both the Central of Georgia Railway Co., and control of the Louisville and Nashville Railroad.

Campbell Sixty-Six Express has opened two new ultra-modern freight terminals. They are located in Fort Smith, Arkansas, and Tulsa, Oklahoma.

Legitimate and established motor carriers are vitally interested in making our public highways safer for everyone, Charles J. Ozzard of Hermann Forwarding Co. said in a speech to a Lions Club meeting, recently.

Adley Express Co. has a new management development program for terminal managers and other supervisory personnel. Its purpose is to increase knowledge of management functions and improve employee skills as effective administrators.

North American Car Corp. plans to move. The top floor of the Mutual Trust Life Insurance Co. building at 77 S. Wacker Drive, Chicago, has been leased to NAC.

British Overseas Airways Corp. is introducing all cargo service across the North Atlantic offering aircraft with 5000 cu ft capacity and a payload of 32,000 lb.

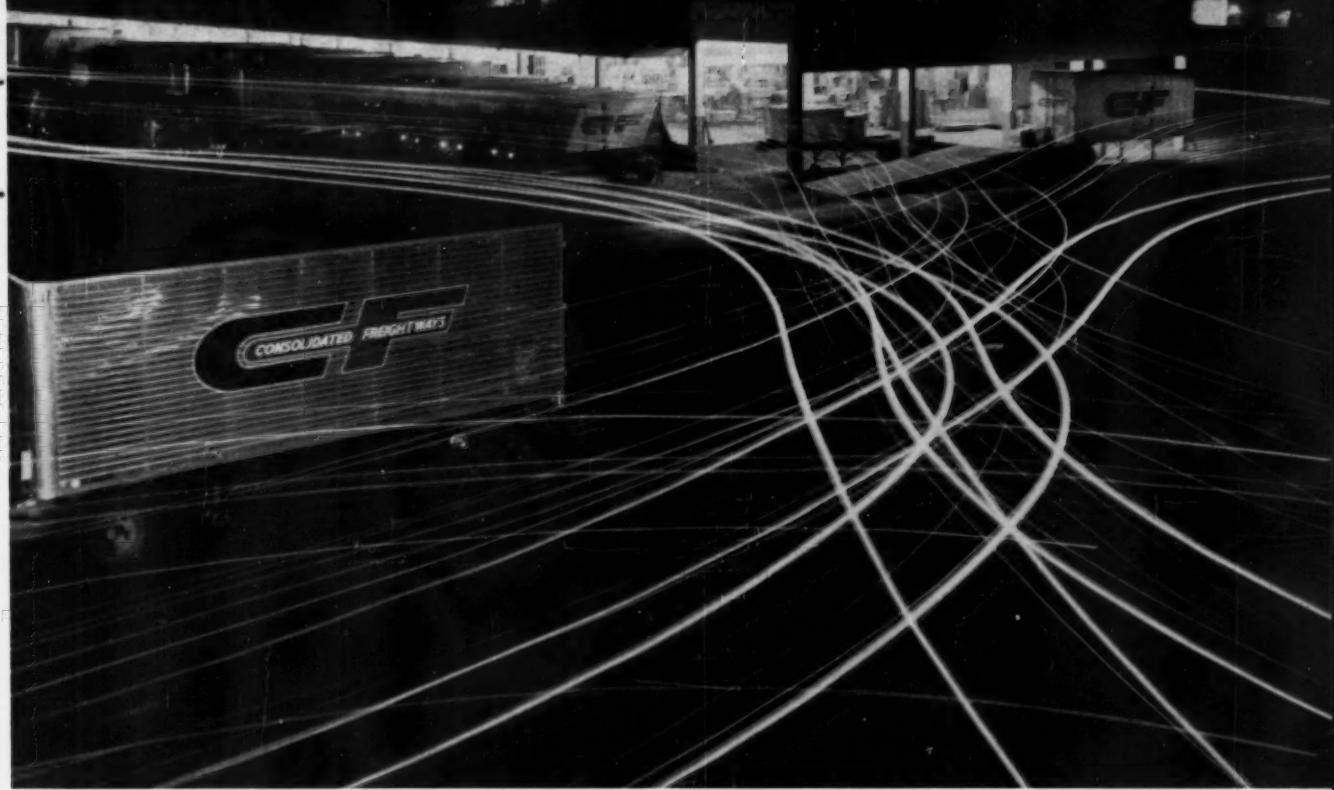
A new agreement has been signed by Alaska Airlines and the Railway Express Agency for coordinated air and ground freight handling. It will provide long distance air transportation to and from communities without airport facilities.

Pullman-Standard has orders for 323 of its 87-ft. long LO-DEK piggy-back flat cars. Each car is designed to solve overhead clearance problems in piggybacking, cut deadweight, and spur the growth of rail traffic in new automobiles.

Eastern Air Lines' "Flying Freighters" now operate from New York International Airport, Idlewild, instead of Newark Airport. The move provides the majority of local shippers and consignees with improved service.

A new air-truck agreement has been placed in operation by Pan American Airways and Terminal Transport Co., Inc. Points served include Puerto Rico, Central and South America, Atlanta, Chicago, Indianapolis, and Louisville.

(Resume Reading on Page 15)



Part of your business always works after hours

After the sun goes down, CF terminals glow with the headlights of trucks moving out for next morning delivery of freight to nearby communities. Such overnight service is an essential part of thousands of American businesses, large and small. That's why Consolidated Freightways gears its terminals, pick-up fleets, and schedules to the job only trucks can do so well—short haul distribution. The CF system is also ideally suited for dependable motor freight service *between* key distribution centers with our famous Daysaver thru-schedules.

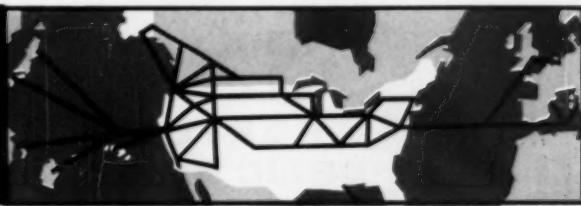
We entrust such diversified services as bulk commodities, heavy hauling, containerization, cartage and household goods to separate divisions. Other specialists supervise refrigerated service and export-import traffic.

Whatever your transportation need, you can depend on Consolidated Freightways or one of its versatile divisions to do the whole job, and do it well. Call your local CF system terminal to put us to work for you. Or contact the Consolidated Freightways Information Center, Box 32, Chicago 50.

CONSOLIDATED FREIGHTWAYS



TRANSPORTATION WITH IMAGINATION





In the market?

If you are in our market, then by all means let Portland Harbor court your cargo. A livewire port, under centralized management, Portland is the natural distribution center for western and mid-western United States. It leads the Pacific Coast in the movement of competitive cargoes for the third straight year. Portland Public Docks wants your cargo and knows how to serve it!



Operated by the Commission of Public Docks
3070 N. W. Front, Portland, Oregon
CA 8-8231 • TWX PD309U

Eastern Rep.: Buckley & Co., 170 Broadway, N.Y. 38, N.Y.

LETTERS TO THE EDITOR

Employees on Independent Contract

To THE EDITOR:

At the present time we are considering changing our driver and packer employees to an independent contract status. This is a big step and we are approaching it with a great deal of caution. I have two questions which I would like to ask.

One, do you have any specific advice for us, and two, do you have any material or cases in point on this subject?

William C. Warren III
President

Rochester Carting Co.
Rochester, N. Y.

In the absence of protective state laws, you will benefit in many ways by having your drivers and employees act as independent contractors.

However, you must follow certain legal rules and regulations in order that your drivers and employees actually are legal independent contractors. In other words, you cannot merely make a contract with them on this basis, because the higher courts have clearly established the law as to who is and who is not an independent contractor.

One of the requirements is that an employer cannot discharge an independent contractor before his contract is completed. Also, an independent contractor must not take detailed orders from his employer except as to the final results of the work.

Thus, an employer cannot act as an ordinary employer and give detailed instructions of orders to an independent contractor. You and your lawyer may refer to the following higher court cases which contain valuable information pertaining to the law affecting employers and independent contractors.

These cases are 36 Atl. (2d) 789; 186 S.W. (2d) 656; 232 S.W. (2d) 999; 134 Pac. (2d) 162.—Leo T. Parker, DA Legal Consultant.

Refrigerator Car Icer



Ice blocks move toward the pick-up conveyor on their way to crushing blades which change the blocks to chunk, coarse, or crushed ice instantly. A high speed way for handling bunker icing, this method was developed by Link-Belt. It is especially suited for typical existing docks and is adaptable to all hatch covers. The device handles up to 40 cakes of ice a minute. One man controls all operations.

LINK-BELT overhead Trukveyor mechanizes this sorting center for 42 supermarkets



LINK-BELT OVERHEAD TRUKVEYOR at Marsh Foodliners, Inc., warehouse is 970 ft. long. There are 42 carts in motion at one time . . . merchandise is unloaded from moving carts by a lift truck.

Continuously moving system simplifies receiving, storing, shipping at Marsh Foodliners Warehouse

Forty-two supermarkets in two states are kept supplied by this huge warehouse in Yorktown, Indiana. Despite tremendous tonnages, handling is fast and economical. Link-Belt overhead Trukveyor quickly transfers incoming loads to storage areas . . . moves sorted loads from storage to shipping docks. The smooth-traveling Trukveyor minimizes physical effort, avoids time-con-

suming congestion.

Find out how overhead or in-the-floor Trukveyors can improve *your* handling, provide safe material movement, speed dispatching and sorting. Write Link-Belt Executive Offices for color-sound film and/or Book 2497.



LINK-BELT

IN-THE-FLOOR AND OVERHEAD TRUKVEYORS

LINK-BELT COMPANY: Executive Offices, Prudential Plaza, Chicago 1. To Serve Industry There Are Link-Belt Plants and Sales Offices in All Principal Cities. Export Office, New York 7; Australia, Marrickville (Sydney); Brazil, Sao Paulo; Canada, Scarborough (Toronto 13); South Africa, Springs. Representatives Throughout the World.

Circle No. 7 on Card, Facing Page 48, for more information

15,180

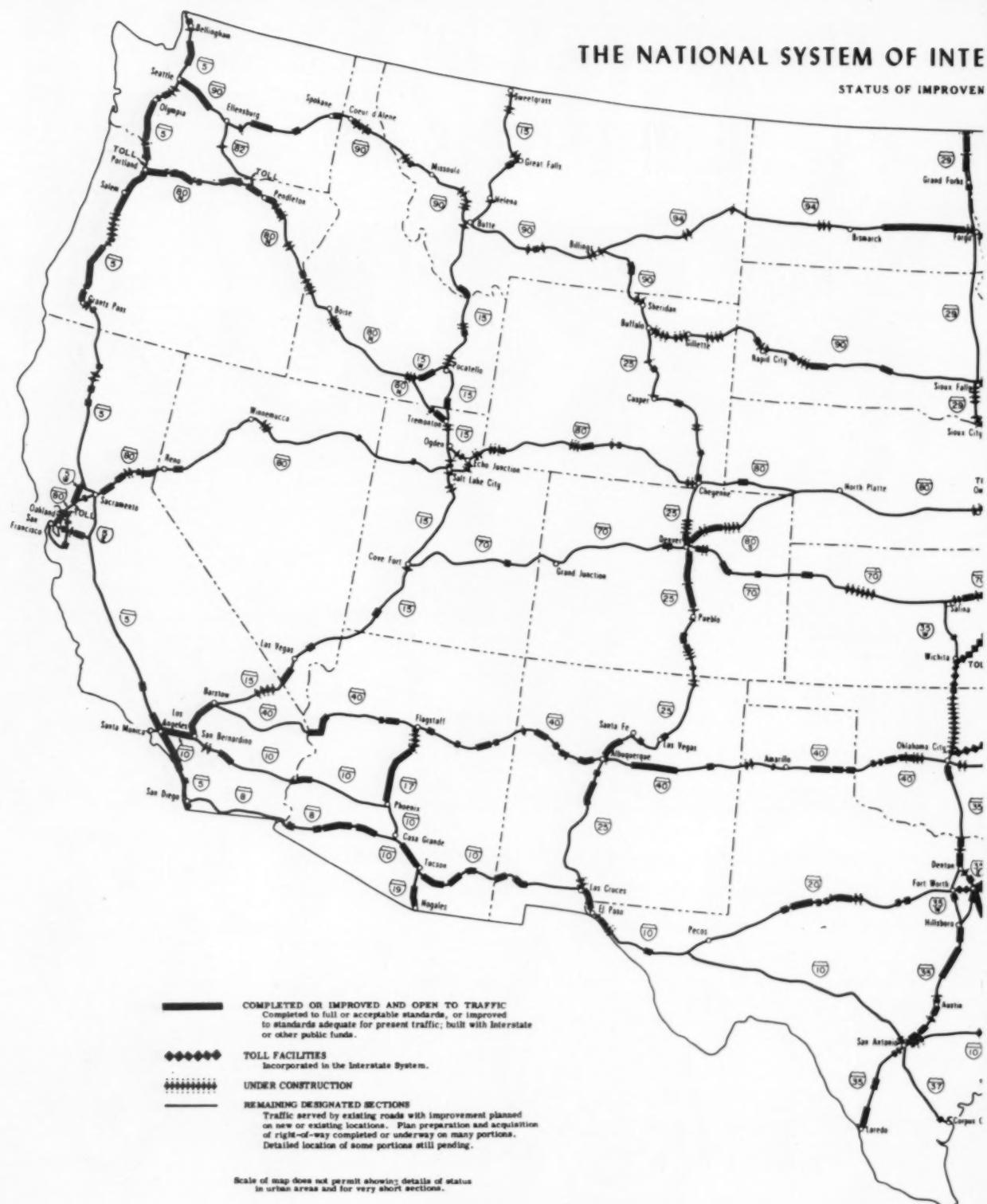
TRUKVEYOR TOWING ATTACHMENTS can be easily engaged and disengaged by hand. Free-rolling ball bearing trolleys are assembled on a strand of long-lasting Link-Belt Rivetless chain.



MADE IN A BEARING PLANT BY BEARING SPECIALISTS. Precision-made Link-Belt ball bearing trolleys are designed to maintain continuous rolling contact in all positions of operation. Hardened, concentrically ground raceways, accurately cage-spaced balls, frictionless labyrinth seals—all assure smooth trolley operation.

THE NATIONAL SYSTEM OF INTE

STATUS OF IMPROVEMENT



STATE AND DEFENSE HIGHWAYS

ENT AS OF JUNE 30, 1960



U.S. DEPARTMENT OF COMMERCE
BUREAU OF PUBLIC ROADS

when is a shock a

SHOCK?

*a new approach to the control of damage due to shocks
incurred in handling or transit*

The SHOCKMASTER is a low cost mechanical device for positive indication that predetermined shock levels have been exceeded. It may be easily installed at one or many locations on a vehicle, on or in a container, or on the cargo. A bright red signal indicates that a shock has triggered the instrument.

SHOCKMASTER

MODEL 3700 A

The SHOCKMASTER, available in several models, is :
Reliable • Versatile • Tamperproof • Accurate •
Conclusive • Reusable. The instrument requires no
calibration or adjustment. It is sensitive to longitudinal
and/or transverse shocks. Nominal ratings : 5, 10, 15,
20, 25, 40 and 50 G's. One model, with an electrical
contact, may be checked without opening the container.
Install the SHOCKMASTER on all units of valuable
cargo, or use it for evaluation of : Container design •
Packaging techniques • Carrier performance •
Shockmounts • Handling methods • Skills of personnel.

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**The
most
modern
piggyback
equipment**

...another *good* reason for shipping Rock Island

The effectiveness of your piggyback shipment depends largely on the efficiency of the equipment that's used. In the past two years, the Rock Island has added 300 new cars specifically designed for piggyback service—all embodying the latest engineering developments—for a total fleet of 565 piggyback cars. This equipment means that all trailers can be loaded without modification...tiedown is faster and more secure...loading and unloading time is cut.

Rock Island combines the efficiency of these new flat cars with extensive piggyback experience. Just one result of this combination is a new trailer hitch designed to expedite your shipments

by cutting trailer handling time to less than three minutes. It was developed by employees of the Rock Island Motor Transit Company with knowledge gained through broad experience in both rail and truck transportation.

So when you ship piggyback, ship via the dependable Rock Island. Get the benefit of equipment engineered to meet your requirements...plus the services of experienced, conscientious personnel...plus strategically located loading and unloading ramps...plus a shipping plan that best fits your needs. Your Rock Island traffic representative will help you put this effective combination to work. Call him, or consult...

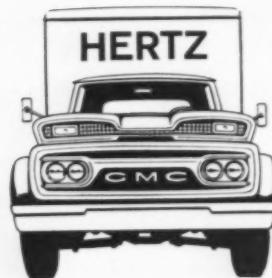


ROCK ISLAND LINES

A. J. FERRELL
Freight Traffic Manager
La Salle Station, Chicago 5

NEED A TRUCK... NEED IT FAST?

If you need a van, stake, panel, pickup, walk-in or *any* kind of truck*—and you want it right away—call Hertz! You get modern Chevrolet, GMC or other famous make trucks *when* you want them and the *way* you want them. All you need is a proper driver's license and identification. Hertz low rates include insurance and gas and oil. And you can rent Hertz trucks by the hour, day or week. Hertz also offers long-term no investment, no upkeep truck leasing for economical year-round operation.



No investment...no upkeep



*Tractors and trailers are available in many cities.

Men in the News

Traffic—

Colonel Richard M. Ludlow—appointed director of Policy and Plans, and **Colonel George E. Stover**—named director of Service, Military Traffic Management Agency, Washington, D. C.

John S. Gallagher—becomes a senior associate, Economic Research Division, Planning Research Corp., Los Angeles, Calif.



Thomas W. Moore—named vice president for Supply and Transportation, Humble Oil and Refining Co., Houston, Tex.

Donald C. McGorman—appointed traffic representative, Northwest Nitro-Chemicals, Ltd., with offices in the Soo Line Bldg., Minneapolis, Minn.

Peter J. Gilmartin—promoted to director of traffic, Remington Rand Division, Sperry Rand Corp., New York City.

Henry J. Mauert—elected vice president, J. I. Case Co., Racine, Wis. He is director of Procurement, Materials, and Traffic.



Ford Maggard—named traffic manager, Agricultural Chemicals Division, Monsanto Chemical Co., St. Louis.

Arthur V. Krone—appointed general traffic manager, United Carbon Co., Inc., Houston, Tex.

Albert L. Zuber—named manager of traffic research, Atlas Powder Co., Wilmington, Del.

Transportation—Air

Captain Dennis I. Peacock—appointed chief of Flight Operations, British Overseas Airways Corp., London, England.

—Highway

Howard D. Brown—named consultant to Highway Trailer Industries, with headquarters in Atlantic, Iowa.

Lawrence O. Shafer—appointed general sales manager, Consolidated Forwarding Co., Inc., St. Louis.

E. T. Westberg—new Emeryville, Calif., terminal manager and **S. Mitchell**—Sacramento, Calif., branch manager, Pacific Intermountain Express.

Herbert H. Lipson—appointed executive vice president, Renter Car Lines & Leasing Co., Chicago.

Thomas R. Guidone—named sales manager, and **George Busnack**—executive assistant, Sales Department, Adley Express Co., New Haven, Conn.

Howard H. McCully—new president, Allied Van Lines, Broadview, Ill.

Robert J. Reidy—appointed manager equipment tire sales, B. F. Goodrich Tire Co., Akron, Ohio.

Joseph S. Ruscetta—promoted to vice president-traffic, Spector Freight System, Inc.

—Rail

C. E. P. Smith—new manager, Container Sales, Railway Division, The Budd Co., Philadelphia, Pa.

Charles R. Drake—made assistant to director, Flexi-Van Sales and Service, New York Central Railroad, New York City.

—Water

Harold R. Logan—new vice president, Grace Line, New York City.

J. D. Hutchinson—operating manager, Luckenbach Steamship Co., New York City.

Nelson K. Rogers and **Michael R. McEvoy**—named vice presidents, Sea-Land Service, Inc., Port Newark, N. J.

Robert D. Hudson—named assistant traffic manager, Port of Los Angeles.

Materials Handling

Herbert L. Tygesson—appointed general sales manager, Automatic Transportation Co., Chicago.

Packaging

Dwight L. Stocker, **Ira C. Keller**—elected directors, National Paperboard Assn.; **Leo H. Schoehofen**, **Roger L. Main**, **Hugh C. Laughlin**, **George F. Kress**, **Charles B. Stauffacher**, **O. C. Majors**—re-elected as directors.

Nathan M. Shippee—elected president and chief executive officer, Inpak Systems, Inc., New York City.



Edwin D. Dodd, **Peter P. Wojtul**, **C. Wade Hollingshead**, **C. H. Hutchins**, **Kenneth R. Mull**—elected directors, Fibre Box Assn.; **L. Rief Osburn**, **Harry E. Miles**, **Matthew R. Campbell**—re-elected directors.

Philip Raley—named district manager, American Viscose Corp., Dallas, Tex.



Van floor is insulated to six-inch depth by injecting foam mix in a single course down the middle, requiring only 20 minutes to complete.



Using two-man crew, roof cavity receives 19 lbs. of urethane foam mix per minute with a portable 'gun' that automatically regulates flow of chemicals.



Walls are insulated in three courses at 32-inch levels, requiring two hours including rear doors and forward wall. As foam hardens, it forms solid structural panel of great strength.

(Photos courtesy of Clark Equipment Co.)
Circle No. 9 on Card, Facing Page 48, for more information

INSULATING WITH FOAMED-IN-PLACE URETHANE EASIER THAN SHOOTING FISH IN A BARREL

The use of urethane foamed-in-place insulation is providing up to 100 cubic feet of added storage space in standard 35' x 8' x 8' reefers vans manufactured by the Brown Trailer Division of Clark Equipment Company.

With the urethane method, you inject liquid chemicals into the structural cavity which expand into a self-bonding core of foam that completely fills every void, providing an efficient moisture and thermal barrier with a K factor rating of .12 to .14 at 75° F., in 2 lbs/pcf density throughout. This compares to K factors of .24 and up for comparable slab type foams and fiber mat materials.

Foamed-in-place urethane not only permits thinner walls, which are both lighter and stronger, but makes it possible to insulate a complete van in less than three hours—a 25% saving in production time required for mat type materials.

More important to the van operator, urethane foamed-in-place insulation eliminates problems of moisture penetration, freezing, thawing, shrinkage, evaporation and cold air leaks that can quickly add up to heavy losses in both operating revenue and maintenance expense.

For sources of technical assistance and further information on how urethane foamed-in-place materials are solving the insulating problems of industry, write to Mobay Chemical Company, Code DA-1, Pittsburgh 5, Pa.

f-15

Mobay supplies highest-quality chemicals used in manufacture of urethane foams for industry.





The New York Central spits in winter's eye!

To a railroad, winter had always meant drifted snow, frozen switches and delayed trains. Then Central's imaginative research staff attacked Old Man Winter with a new weapon, the Snow Blower!

A surplus jet engine from a B-36 hitched on to a caboose becomes a controlled hurricane swirling through icebound switchyards. In its wake, lights change from red to green, and that shipment to Boston you were worried about is on its way.

The Snow Blower is one of a host of ideas springing from Central's Technical Research Center. In this lab you'll find Central men utilizing nuclear energy, electronics, all the newest techniques, plus down-to-earth common sense to de-

velop faster, more efficient freight transportation.

Most important, Central's research has one major objective . . . to provide our customers with faster schedules, consistent on-time performance, and continually better service.



ROAD TO THE FUTURE

DISTRIBUTION AGE

By Thomas M. Torrey
American Institute of Marine Under-
writers,
Washington, D. C.



NOVEMBER 1960 . VOL. 59, No. 11

CONTAINER ships are vessels specially fitted as a whole or in part for the carriage of cargo containers. They are either new vessels built for this service or conventional cargo vessels converted to carry containers.

Among steamship lines which have ordered or built new container ships are Erie and St. Lawrence Corp., and Anglo-Continental Container Services, Ltd. However, most container ships now in service or planned for the near future are conversions of existing types: C-2, C-3 or C-4 dry cargo vessels, or T-2 tankers.

Conversions are costly. The two Grace Line container-ships, originally C-2 cargo vessels 459 ft long, have been lengthened to 504 ft. Other changes bring the cost of conversion of each ship to more than \$3½ million.

Barges Too

Barges are used on the West Coast of the United States to carry container freight to Alaska. They also may be used in future short-haul operations in the United States coastwise and inland trade zones.

Vessels used in container service are usually fitted with new types of handling equipment. Instead of the traditional kingposts and booms, most of the vessels are fitted with gantry-cranes on telescopic tracks which, when extended, allow the crane to pick up a container from alongside the ship and load it into the designated hatch, or space on deck.

Equipment used on shore already includes new types of forklift trucks, some of which are capable of stacking containers six tiers high. Another type of vehicle takes its position astride the container, lifts it and carries it to its new location.

Gantry on Pier

Seatrail Lines uses a large gantry-crane on its pier which

An underwriter looks at container shipments

How to reduce damage and claims with container shipments of ocean cargo is part of this discussion on the forms of containerization and container vessels

lifts either two container vans at one time—or a railroad freight car from tracks on the pier—to the proper position in the vessel's hold.

Containers, sometimes called "lift-vans," fall into two classes. Those which are comparatively small—designed so that several may be carried on one truck or railroad car; and those which are larger and in themselves constitute the body of the truck when placed upon a chassis.

Intensive engineering studies have been made to develop suitable designs which are structurally efficient and safe for cargo carriage. Most containers now in use consist of light-weight yet strong materials such as aluminum, marine plywood or other suitable material, with an integral supporting framework cross-braced and strengthened at the corners. There is an apparent high resistance to buckling, crushing or collapse with such a container.

Most containers are insulated with a fibrous or cellular sub-

stance and are lined with an interior sheathing of plywood or similar material.

Re-use High

The desire to re-use the container as often as possible, and to avoid early replacement or rebuilding, has contributed much to the strength of design of most containers. The resulting structural efficiency should prove gratifying to insurance underwriters as a deterrent to casual theft and pilferage, and also because of the potential reduction in weather damage claims.

At present, there is no standardization in size, specifications of construction, or handling methods. Containerships Inc., has used two sizes: 8 x 8 x 8½ ft and 8 x 8 x 17 ft. Matson uses containers 24 ft. Van-Pak, Inc., will have more than 15,000 containers 8 x 8 x 7 ft in use before the end of 1960, many of which will be loaded aboard ships of various lines. Grace Line offers 17-ft containers which are carried two to a truckload, while Sea-Land Ser-

(Please Turn to Page 54)

Editor's Note: The basis for this article was originally part of a conference on cargo insurance presented before the American Institute of Marine Underwriters.

Some new developments

Packaging continues to move forward as an industrial art and science to meet the needs of changing products and greater demands by their manufacturers for maximum safety in packaged shipments. Here's how

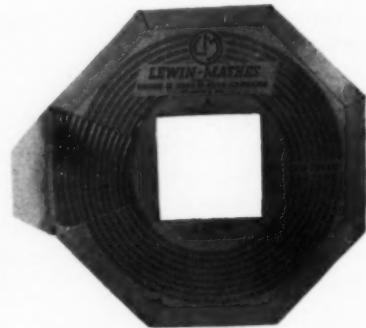
ONE OF THE things which helps create trends in packaging is the almost inherent economies of one package design over another. Containers with built-in pallets are in that category and their number is growing constantly.

Economics

And what was once only a trend, that of placing smaller packages within a larger container or pack-

age, is now usual—a proven resource of many industries. Economies often dictate such usage.

For example, the rubber company which uses the wirebound box shown on this page now is able to speed its shipments, reduce damage-in transit, and cut truck loading time from 4 hours to 45 minutes. High stacking can be accomplished safely. Of course, the pallet base is an integral part of the overall package.



Quick-open container holds copper tubing. Perforations aid opening

Novel Designs . . .

The imagination and versatility of packaging engineers is exhibited in many of the packages shown here. New means of cushioning, novel designs for off-beat problems, and hard-wear re-usable packages come off the drawing boards.

ioning, novel designs for off-beat problems, and hard-wear re-usable packages come off the drawing boards.



Wirebound pallet bins save loading and unloading time. They are carried from a truck to assembly line often. They help eliminate unpacking of small units

Novel designs are constantly solving unusual packaging problems. One solution for an old industry problem is the quick-opening container for highly flexible copper tubing. Lewin-Matthes Co. finds the package strongly built for shipping and storage. The package is octagon shaped with a square "hand hold" in the center. It also has perforations running out to the corners.

They permit it to be opened in seconds and closed afterwards. Such time savings reflect in labor costs being cut during tube installation.

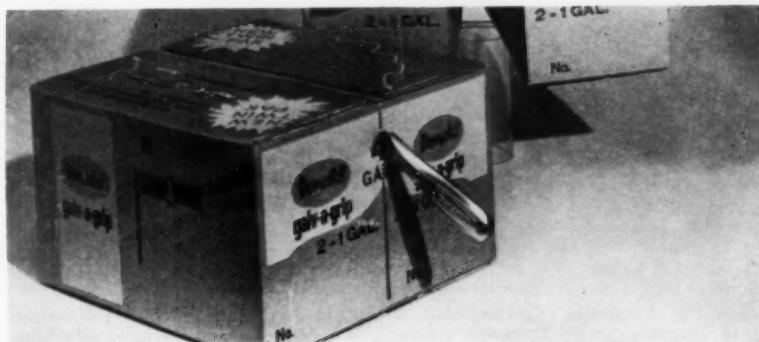
Twin-pack Carton

Another package with a novel design is the twin-pack carton used by Master Bronze Powder Co. It has special advantages for distributors and retailers. The carton holds four one-gallon cans of paint. It is designed to split in

in modern packaging

two, two-gallon cartons for small order shipments. This eliminates extra packaging and open-stock warehousing.

Two cuts of an opening tool split the carton. The resulting containers are complete in themselves and bear full product identification on all but one side. Stockroom and warehouse inventory is simplified with two-color printing individualized for each type of paint.



Stone Container Corp. makes this twin-pack shipping carton to hold four one-gallon cans of paint. Carton splits into two separates when opening tool cuts

Re-usable Containers . . .



National Vulcanized Fibre Co. developed this re-usable container to hold a number of fragile radio instruments



Hooker Chemical Corp. has a snap-lock rim on its new steel drum. It helps keep out moisture, increases reuse factor

In the case of shipping aircraft instruments, containers designed for re-use often allow greater economies than one-shot designs. Bendix Radio Division recently developed a re-usable container for aircraft instruments. It is unusual in that it accommodates a number of instruments instead of just one.

Many kinds of containers have been proportioned for aircraft

parts and are scaled to fit a specific instrument snugly with attached dunnage. This hinders interchangeability. Bendix's new re-usable container is manufactured in line with ATA specification for Category I.

The container has an internal rack mount to which instruments can be attached. The rack mount is fastened to the container case by means of natural rubber shock

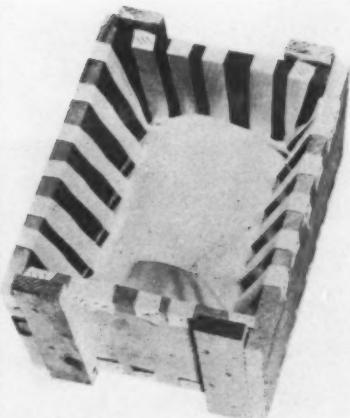
absorbers. No dunnage or padding is needed.

Hooker Chemical Corp. now uses a drum made re-usable through inclusion of a snap-lock rim. It is designed for flake and screened caustic soda. The feature which makes it re-usable also imparts benefits of improved opening, pouring, more effective weatherproofing.

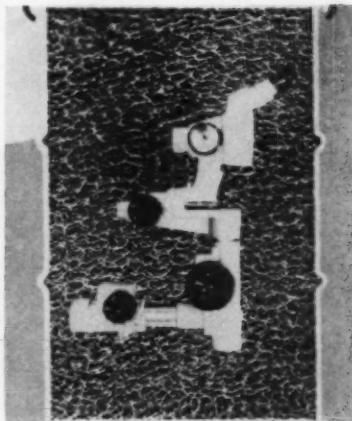
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... Modern packaging

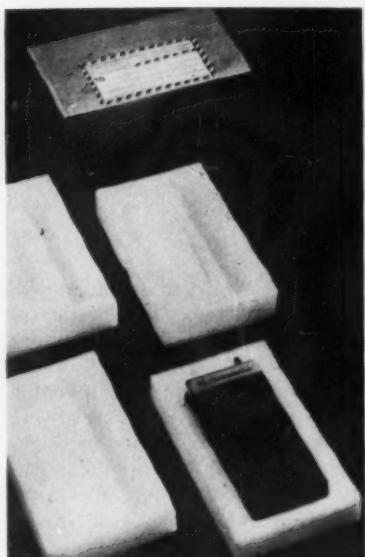
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Herculite Protective Fabrics made this suspension-type no-shock unit



Rubberized hair by Nash-Hammond is used to cushion a fragile shipment



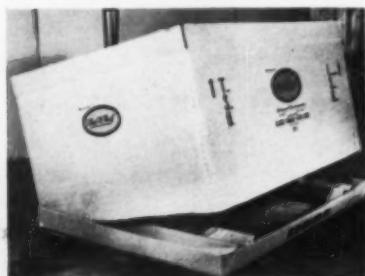
Foam eliminates package elements. Polyfoam Packers Corp. produces it



Ball bearing manufacturer packs his product in between cellulose sponges



Walk-in-Safepack lets worker walk onto pallet base, arrange shipment



Sides are removed as one unit, can be stored flat until time for reuse

Cushioning Materials . . .

Many packaging engineers feel that the most important factor in a packaging material is thickness and not weight. Proper cushioning provides for the absorption of energy developed by a falling object without exceeding the force that will damage the packaged article.

Energy and force are two things which should concern you in packaging. Energy is the movement of a force, or weight, through a distance. Force is the power to produce motion or create damage as applied to an immovable object.

Two Formulas

There are two formulas to apply in solving packaging problems.

One is: Energy equals the weight of the product times the distance through which it falls. If a 1 lb weight falls 10 in. it creates energy of 10-in. lb. The second formula is: Force, sufficient to damage an article, equals the weight of the article times its G factor, or fragility point. For example, if the weight of an article is $\frac{1}{2}$ lb and it is dropped 10 in. the cushioning material used must have the ability to absorb 5 in. lb of energy. If the fragility factor of the article is 30 Gs, the force may not exceed 15 lb.

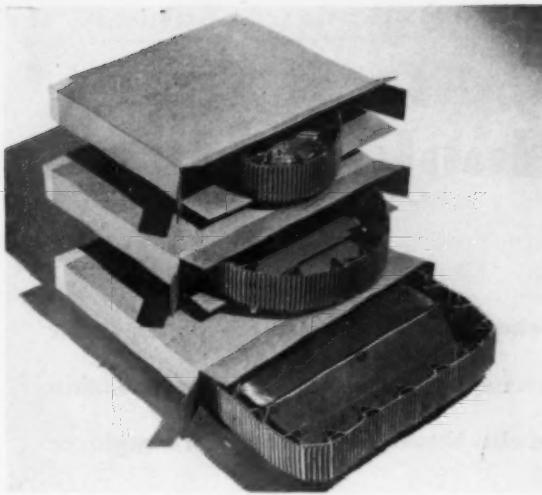
It is important to know how much energy a cushioning material will absorb when a force is applied. The cushioning material that absorbs the most energy for any particular force is the best one in most instances. Such material will produce the least shock

to the item packaged and will require the least amount of cushioning material for maximum protection.

Thickness Basis

It was once believed that heavier cushioning gave better protection than lighter materials, so most packaging materials were sold on a pound basis. In most quarters, however, the theory has been refuted and now most manufacturers have converted to a thickness basis.

Resiliency is not as important as once was believed. Energy absorption occurs during the compression phase and not during the period after the force has been applied. Remember that in proper packaging the main job is the absorption of energy which a falling article creates without exceeding



Sus-Rap by Vanant Co. makes it possible to standardize the number of cartons used. Odd-shaped goods fit snug

the forces which will damage the article.

Several new techniques in cushioning highlight nylon fabric, rubberized hair, polystyrene, cellulose, and pulp. All are key elements in designs for cushioning. Modern vinyl and nylon fabric team up to form a new suspension system for hard-to-pack objects. Impact shocks are minimized and distributed throughout the surface of the package. The article packaged rests in a cradle.

The system offers a tensile strength as high as 332 lb in the warp and 338 lb in the fill. Tear strength in both directions exceeds 100 lb.

Animal Hair

Rubberized hair is claimed by one user to be the most stable and dependable molded cushioning available. It absorbs less than 2 per cent moisture and maintains resiliency from minus 60 deg F to plus 180 deg F. The material is formed of curled animal hair bonded by rubber latex. Densities can be varied.

Polystyrene foam is being used to package products made by Motorola. With polystyrene, shipping units become lighter. And aside from the reduction of packaging elements, die-cutting of corrugated fillers is no longer necessary. The foam absorbs shocks and fits components securely. Foam shells often can be re-used.

Cellulose sponges are being called on by New Hampshire Ball Bearings, Inc., to safeguard its shipments of precision micro-bearings. The bearings are used in the manufacture of military instruments. After vials of bearings have been sealed against dust they are sandwiched between two sponges. When the top of the mailing box is secure, the sponges compress and hold the vials safely during transit. The sponges carry the printed trademark of the company, its name, and address.

Sometimes, proper cushioning can be achieved by simply spacing out the units in a package so that when jarred, they do not hit one another. Toward this end, the Shatterproof Glass Corp. uses an internal packing unit. The one-



Contoured molded pulp is made by Bemis Brothers. It is formed in moulds to enclose fragile shapes, designs

piece lift-off, of all four sides unit, feature permits ease in accessibility to container contents. When packing or unpacking, an operator walks onto the palletized carton base, setting the windshields firmly into place without bending or stretching.

The side unit is then set in place over the windshields, the cover put in place, and steel strapping used to tie the whole unit together. Another feature is the lessening of storage problems since the removable sides allow the base unit to be put on a shelf with the glass solidly held in the supports. The side unit can be folded flat for future use.

Wrap-Around

Difficult packaging problems have been solved for IBM and other manufacturers through use of a preformed fibreboard wrap-around packaging material. It is slotted to hold mirrors, marble slabs, windshields, etc. Width and position of slots can be cut to specifications. The slots provide cushioning to protect fragile articles while the bridges provide vertical support and a shock-absorbing cushion. The bridge also affords adequate clearance from the edge of the carton.

Contoured molded pulp is available for the cushioning of radios, delicate scientific instruments,

(Please Turn to Page 62)



Flotation method protects this motor. Kimberly-Clark Corp. developed it

Outlook on labor:

By W. J. Meehan

Ryder Bonded Warehouse Co.,
Miami, Fla.

**This warehouseman points out the human factor
in labor relations to strengthen communication
and goodwill between employe and employer**

TOO OFTEN when the subject of labor relations is discussed the emphasis is placed on labor. Let's put it instead on relations and look at it in a light which can eliminate the dark shadows of ill feeling normally generated by its own terminology.

A quick check with Webster defines relations as the state of being mutually or reciprocally interested; act of telling or relating; kinship. If you recognize these descriptive phrases of the word relations, you can see that the true terminology becomes human labor relations.

Human Relations

We are kinfolks in this operation of working for a living—we are human relations laboring in Life.

There have been variances of opinions before and there will be many yet to come on the definition of labor relations. Opinions vary on this subject as do opinions of taste. When I was researching this topic I came upon an editorial published in *DISTRIBUTION AGE* by Al Greene, one of the warehouseman's staunchest friends. The editorial pointed out the fact that employes in their relationship with management work for many reasons.

It showed that the obvious one—money—was not rated first, as one might expect, but ranked fourth. And the main incentives were belonging, accomplishment, recognition, money, and security.

While working on the hourly

wage survey for the Southeastern Warehousemen and Movers' Association, I was impressed with the number of employers who placed money so far down on the scale. My only hope was that they had placed belonging, accomplishment, and recognition above the wage scale.

I am inclined to think that this hope has been misplaced. If we look at labor relations as a human factor we look at it as though all of us in our own warehouse are kinfolk. We are just as much a member of a family as though we were related by blood or marriage. We spend more waking hours with our employes than we do with our wives, children, relatives.

The principles of family life are the same though. We do not like every member of our family tree, nor do they like us. But as a member of that family tree, we agree.

If you take this attitude in your human labor relations, you will find a common goal of agreement exists. This makes for a sense of belonging. And belonging to the social family and belonging to the warehouse family are common factors. My mother-in-law may not like me because I did not make the million dollar social life she had planned for her daughter; but, she belongs to me and I to her. Therefore, it does not deter her from coming from the cold winter of New Jersey to the tropical climate of my home in Florida. This is when she decides we belong to each other.

Your employe and you belong to each other as long as he is a member of your business family. And how you react to this will set the tone of the relationship. When an employe feels he belongs in your business family he is happy and productive.

In my relationship with my mother-in-law, I am striving for accomplishments to impress her with the fact that I am not the dope she thought I was. I strive for business accomplishments to prove how good I am. As a result, both my company and my wife become participants in my accomplishments.

Your employes are doing this all the time. Doesn't an employe like to show you that he has made a safer stack of what was once a pile; that he has increased the volume in the cube by better palletization; that he repaired your fork lift with a piece of wire; or that he cleaned the warehouse without being told to? He and I are the same man—striving to do better.

Recognition

Do you recognize these accomplishments and let him know you are bragging about what he did? Recognition is the acknowledgment with a show of approval of an accomplished fact. Stop now and think of the number of times your children have expanded joyfully under your praise.

(Please Turn to Page 61)

employe vs. the union

Bargaining with the unions this year will place many new demands on management. Shorter work week, automation funds, guaranteed annual wage are some

BARGAINING sessions need not be cut-throat arena-type events in the employe-management relationship. Whether unions tend to promote such an atmosphere should be questioned. Here is what future demands by union negotiators hold for up-and-coming bargaining sessions.

Holidays

There is always pressure for holidays, but not so much as before. Unions seem to have more important things on the docket. The number of holidays varies from industry to industry—region to region. The east and west are very liberal—not so in the south and midwest. Seven holidays is standard for most manufacturing companies and should remain so for the next two years.

A three week vacation is fairly standard for veteran employes completing a stipulated period of service—may be as brief as 10 years. Unions will seek to liberalize vacations even further. They are asking for a four-week maximum and less restrictions on eligibility, to tie in with their efforts to reduce the effects of automation by spreading work.

Short Work Week

Walter Reuther says the reduced work week will be a key demand in his 1961 bargaining with the auto industry. The AFL-CIO has appealed to Congress to cut the 40-

hour week of work to 35 hours—but with little hope of immediate action. Some industries have less than 40 hours a week. Akron rubber workers have had a 36-hour week since the 1930's. Their union hopes to spread this benefit to other companies.

raise the amounts in future negotiations. You can bet that other labor organizations will not let him get ahead of them if they can help it. But in the present economic climate, SUB is still a luxury found generally in large, basic industry companies.

What A 15¢ Per Hour Increase Means

- Equals \$312.00 per yearly salary of wage earner.
- Adds \$9.36 in Social Security Taxes.
- Boosts Unemployment Insurance up by \$2.50.
- Makes Not-So-Grand Total of \$323.86 extra cost.

Many bakers, miners, longshoremen, and jewelry, garment, and fur workers spend less than 40 hours—as do a majority of white-collar employes. Union force for shorter work week depends on circumstances surrounding its negotiations and how important other objectives are.

Supplemental Gains

James Carey's IUE expects to go all out for the guaranteed annual wage in his contract talks with General Electric and Westinghouse. He says that in a poll of 23,000 members it topped the list of fringes desired. Others included severance pay and relocation rights. Walter Reuther hopes to extend the SUB payment to 52 weeks and

A start has been made in launching company-financed studies of problems caused by automation—notably in meat-packing and dock activities. The idea may spread as mechanization increases.

Unions want bigger pensions too. They can be expected to try to convert contributory plans into company-pay-all programs. Over-all goal is to reduce the retirement age. Other emphasis will be on hospitalization—major medical. Group life is not as important today—everyone has it.

Once almost exclusively a white-collar fringe, paid sick leave has spread to the shop. If you have not bargained on this demand, you can be almost certain that it will be included.

(Please Turn to Page 62)

Cost-cutting at cargo handling

Cargo Handling Exposition—Symposium stressed need and means for

A REVOLUTION with extreme measures to replace old methods and wide-spread apathy is the survival need of the transportation industry. So warned one speaker before the recent Cargo Handling Exposition and Symposium, sponsored by the New York Chapter of the United States Merchant Marine Academy Alumni Association.

Demolition

Continuing with his thoughts on the transportation revolution, Anthony F. Arpaia told his luncheon audience that "the demolition of the facade of the pre-competitive tariff edifice" can be hastened through the progress of containerization, coordination, and integration.

The past member and chairman of the ICC, now vice president of International Services for Railway Express Agency, said that result-

ing economies and efficiency from integrated service will "automatically reverse the position of regulated carriage vis-a-vis unregulated carriage. "It is high time," he concluded, "for the old methods to be supplanted—not supplemented in grudging fashion."

The three-day affair attracted interested executives from all phases of transportation. Through exhibits and discussions, they examined the major components of a coordinated transportation system.

Lower Costs

A plea was made by the Assistant Secretary of the Navy, Cecil P. Milne, to the maritime industry to press for increased use of containerization to allow the merchant marine a better competitive position with foreign flag shipping. "The challenge . . . is clear," Milne said, it points to management

which "must take the lead in harnessing mechanization, automation, electrification, and standardization in the battle for lower costs."

Handling Costs

Terminal handling costs now eat 69 per cent of the U. S. transportation dollar, Milne said. The subject of layoffs among longshoremen was covered by International Longshoremen's Association economic consultant Walter L. Eisenberg. He called for a "massive tripartite attack on the problem" by the government, management, and labor.

Container Pool

A container pooling arrangement in which container users and steamship companies presently operating containers would consolidate their fleets into a pooling company was advanced by Jerome Slater. He is vice president of Con-

Harry Hunter, president of N. Y. Chapter, Kings Point Alumni Assn., speaks at ceremony opening exposition



Spectators watch as equipment runs through its paces. Some 50 manufacturers exhibited at the three-day meet



exhibit

By Peter Noone
Assistant Editor

wide containerization

tainer Transport International, Inc.

Slater's remarks were part of a general discussion on capital investment in containerization. He stressed several advantages of the pooling arrangement. There would be maximum utilization, elimination of stockpiles, maintenance costs would be cut, and there would be virtual elimination of future capital investment in new containers.

But the consensus that nothing less than an integrated system would allow the necessary gains possible from containerized cargo shipments was not arrived at through meetings alone. The exhibits also helped form the opinion.

At Exposition

Some 50 companies exhibited their products within the Pier 1 area during the exposition. Among the new entries at this year's show were the Towmotor Corp., St. Regis

Paper Co., The Budd Co., and the Moore Handley Co.

The Special Products Division of Moore Handley featured its Morhaul system which allows a container to be parked anywhere a truck can operate. It frees rolling equipment and allows interchange with present handling methods. Extension legs move out from the container and the truck drives off with the container standing independent of the truck.

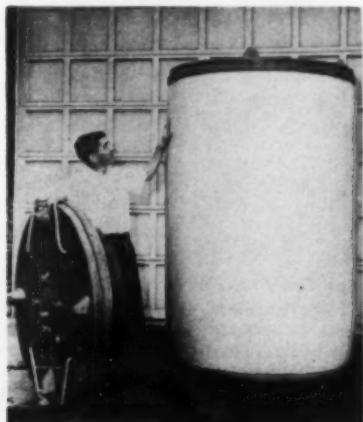
The Budd Co. with several new container ideas showed units for bulk cargo, refrigerated goods, and general cargo. As many of the containers shown at the exposition, Budd's can be stacked in ship cells or loaded on deck by crane, straddle carrier, or fork-lift truck. Payloads range from 40,000 lb to 50,000 lb.

Coating Process

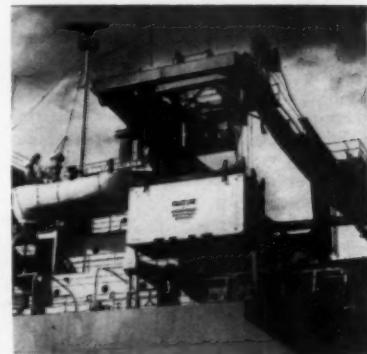
St. Regis Paper Co. presented its new kraft coating process which makes overseas shipments of items like sulfur phosphate practical. The company makes a 12-sided bulk box with a 4000-lb payload. It can be obtained with a built-in pallet. Shipped knocked down and flat—approximately 500 to a railcar—the bulk box reduced shipping and handling costs. When filled, the boxes fit 26 to a railcar and 16 to a truck.

Another new entry at this year's show was Towmotor Corp. It exhibited its method of instant power application for fork-lift trucks. The new drive eliminates clutch assembly, drive line, differential, transmission, all shifting. It is possible due to hydraulic connections for left and right drive motors. •

Highway Trailer Industries showed new collapsible plastic containers

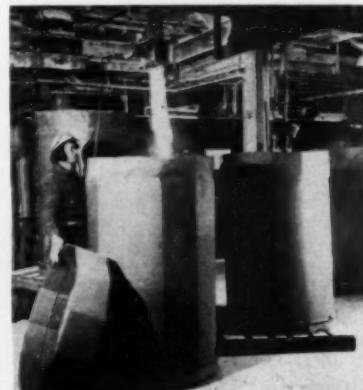


Driver lowers supporting carriage from Morhaul container. Note leg



Container used by Grace Line is by The Budd Co. Three kinds are made

This 12-sided St. Regis bulk box has built-in pallet, holds 3000 lb



. . . . FOR FURTHER INFORMATION

Snow Plow Attachment

A snow plow attachment for its Model F-10 industrial platform truck is offered by The Prime-Mover Co. It features correct moldboard curvature and angle for rolling snow off

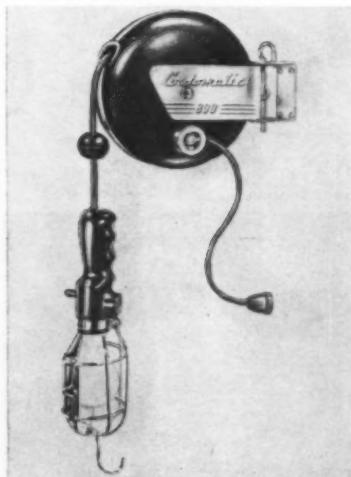


to the side; lateral grooves in the moldboard to prevent snow from packing; location of connecting arms to minimize side thrust; and removable and reversible cutting edge. The plow performs equally well on wet or dry snow.

Circle 35 on Card, Facing Page 48

Electric Cord Reel

Eliminate knotted electric cords by using the Cordomatic droplight reel which retracts automatically when not in use. Operating on a gravity stop action principle, the reel is always

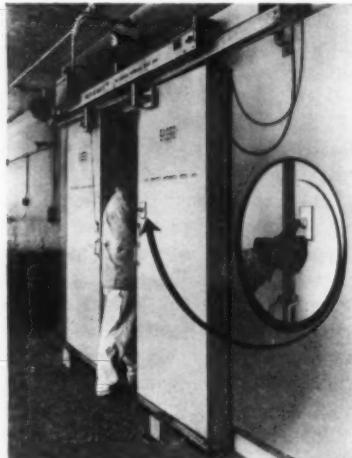


within reach, yet safely retracted and is ideal for truck dock use. Reels are available in various models from 20 to 40 ft.

Circle 36 on Card, Facing Page 48

Automatic Door

Clark Door Co. has introduced a new POM switch which permits a 6-ft wide Prest-O-Matic door to open

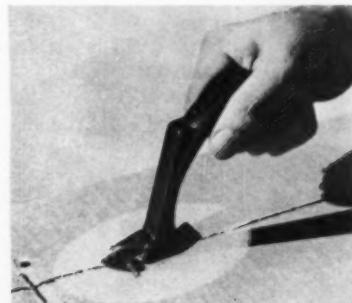


only 32 in. for pedestrians. The door closes automatically. Designed for use in refrigerated warehouses, the door greatly reduces cold air loss.

Circle 37 on Card, Facing Page 48

Staple Remover

For removing heavy-duty staples quickly and neatly from shipping containers and other stapled items, Bostitch, Inc., has designed this G7W staple remover. By inserting the strong steel base-blade under the

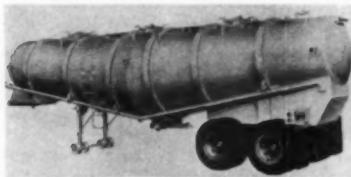


staple and working the tool back and forth, a slight downward pressure on the handle frees the staple. The tool is particularly suited for removing wide-crown staples.

Circle 38 on Card, Facing Page 48

Converted Tank-Truck

A pneumatically-operated highway transport which can be converted from a hauler of pulverized solids to seasonal use as a fuel oil and low pressure liquids tanker is offered by



Delta Tank Mfg. Co., Inc. Conversion from solid to liquid carrier is accomplished by two men in as little as six hours. Pneumatic discharge of pulverized solids is through flexible hose at the rate of 100 barrels or more in 18 to 20 minutes. Efficient delivery range is up to 250 ft from transport.

Circle 39 on Card, Facing Page 48

Insulated Garment

An all-purpose, lightweight garment designed to fit all workers is offered by Refrigiwear Clothing Co. An adjust-to-size snap closure provides the fits-all feature. This pro-



tective garment is warm and comfortable in below zero temperatures and utilizes DuPont's air-light dacron fibre-fill insulation. Cold stores and refrigerated warehouses take note.

Circle 40 on Card, Facing Page 48

and EQUIPMENT

PLEASE USE READERS' SERVICE CARD . . PAGE 48

Light Haul Truck

Cushman has a new model 780 Truckster with flatbed and stake racks designed for high-bulk, low weight loads. Dimensions of the



Truckster are: 72 in. wheelbase; 48 in. over-all width; 102 in. over-all length; 40 in. handle bar height; and 9 1/2 in. floorboard height.

Circle 41 on Card, Facing Page 48

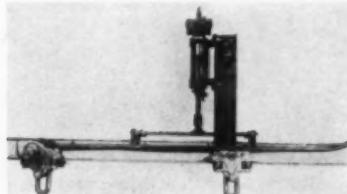
Bins for Hot Cargo

Aluminum tanks and 400-gal capacity bins, fabricated by Tote System, Inc., have received ICC approval for the handling of flammable materials. The bin, with a large top filling opening, a bung opening in the top, and a bottom discharge opening, can now be used for interstate shipment, storage, and discharge of all liquids having a flash point above 20 deg F and all viscous liquids irrespective of flash point.

Circle 42 on Card, Facing Page 48

Gravity Flow Retarder

New gravity flow retarder offers control over free line of power-and-free conveyor systems. It is offered by Rapistan-Keystone, Inc. The new

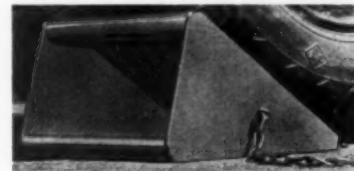


unit is an air-operated mechanism, designed to prevent run-away of carriers traveling on free, or gravity, lines. The system provides safe, fast, automated selecting and dispatching, accumulation, and load spacing.

Circle 43 on Card, Facing Page 48

Wheel Block

A wheel block developed to improve safety conditions at truck loading docks is being offered by Timbers & Associates. The steel welded T-chock is designed to give maximum structural strength coupled with light

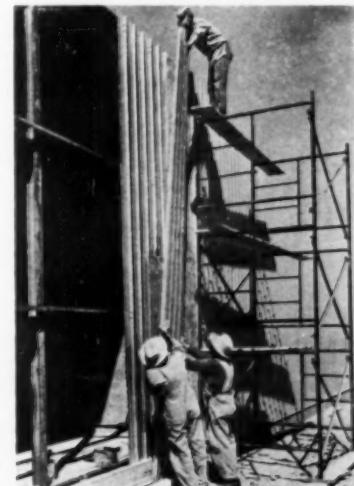


weight for ease of handling. Pinch-bar locking action prevents trucks from leaving the dock while the chock is in position.

Circle 44 on Card, Facing Page 48

Insulated Steel Panels

Low-cost insulated steel sidewall panels that are assembled during erection in the field have been announced by Republic Steel Corp. The panels are constructed by sandwich-

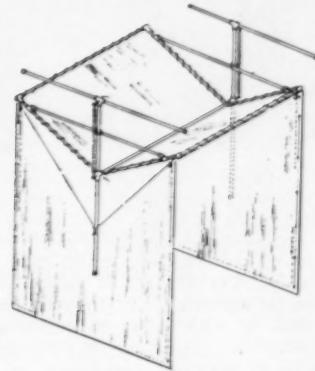


ing a layer of insulating material, such as fiberglass, between two sheets of Ferrobord or galvanized ribbed siding. According to the company, the assembled panels have a heat transmission coefficient of .18. The steel panels are furnished, painted or galvanized, in widths from 2 ft and up to 40 ft in length.

Circle 46 on Card, Facing Page 48

Weather-Tight Closure

Frommelt Industries, Inc. is offering a new car-to-car weather protector to fit between wood or steel box cars. It is easily set in position and becomes instantly self-locking and

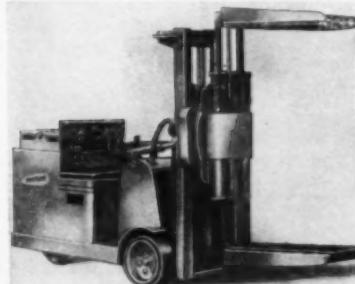


self-supporting with tension springs and framing arrangement. The top frame provides maximum overhead protection and, at the same time, controls dripping from car roofs. It can be securely locked in minutes without tools, clamps, or gadgets.

Circle 47 on Card, Facing Page 48

Palletless Handling

Hustler STL series lift truck by Heifred Corp. is equipped with full free lift mast, load side shifter, clamps, and revalvator. Loads or cartons of any size can be picked up



and, by rotation, stacked in any position. Heavy cartons can be revolved for nesting of odd shape packages in storage. Side shifting allows positive portioning in car loading or stacking, eliminating jockeying.

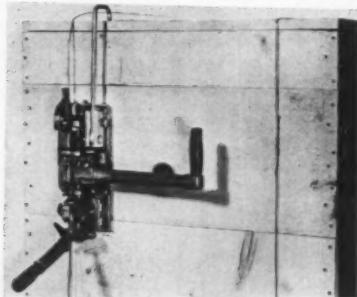
Circle 48 on Card, Facing Page 48
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New Products and Equipment

(Continued from Preceding Page)

Steel Strapping Bracket

A new vertical bracket which frees operator's hands during strapping operations has been introduced by A. J. Gerrard & Co. for use on its wire-binder oval strap tensioning



tool. A steel bracket holds tensioning tool approximately 7 in. from top of unit being strapped. This permits the operator to line up oval steel strapping correctly and insert it into stretcher. The bracket is easily attached or removed from the tensioning tool by tightening or loosening two screws.

Circle 49 on Card, Facing Page 48

Freight Pry

Nutting Truck and Caster Co. has improved its freight pry which is used for easier, safer movement of heavy cases, crates, etc. A straight-



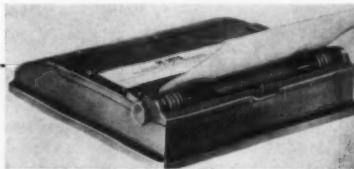
grained, hickory pole with a cross sectional depth greater than the width assures longer life. Additional strength is provided by a 3-in. steel channel incasement at the base of the pole.

Circle 50 on Card, Facing Page 48

► For prompt service, use postage-free postcard provided to obtain FREE LITERATURE and NEW PRODUCT information described in this issue. All material is FREE unless otherwise noted.

Gluing Machine

A special machine for applying strips of glue to ungummed labels has been developed by the Glue-Fast



Equipment Co., Inc. It is designed to apply any width strip of glue to any part of a label with a simple adjustment by the user.

Circle 51 on Card, Facing Page 48

Car Shaker

Allis-Chalmers Mfg. Co. has streamlined its 3½-ton car shaker by fitting its self-contained, completely sealed two-bearing mechanism in the modular iron housing within the body. Grease fittings located on each end of the mechanism are readily accessible from above. The shaker body has extra-long, wide-faced shoes to fit any standard U. S. hopper-bottom gondola car and is balanced to hang level to facilitate centering on car eaves.

Circle 52 on Card, Facing Page 48

Personal Paging System

Motorola has developed a personal radio paging system capable of providing selective voice communications to more than 7500 persons. The new system, which operates on standard



mobile radio VHF frequency bands, enables one-way communications between a central base station and individuals carrying compact Handie-Talkie radio paging receivers. When an individual is paged, an alerting tone sounds in his receiver. The voice message follows.

Circle 53 on Card, Facing Page 48

Stock Truck

A three-shelf, 1500-lb capacity stock truck is being produced by Leebaw Mfg. Co. The shelves are 18 in. wide and 48 in. long. Shelf to

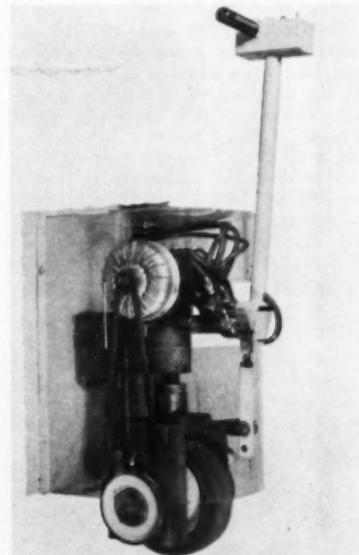


shelf space is 18 in. The entire unit is of all-welded heavy-gage steel. Two rigid casters at the center and a swivel caster at each end have hard rubber, roller-bearing wheels for effortless maneuverability.

Circle 54 on Card, Facing Page 48

Power Drive Unit

A compact rolling electric power unit has been introduced by the Colson Corp. Created to eliminate the manual pushing or dragging of heavy loads, and to speed production, the new separate drive unit provides for economical conversion of hand pro-



pelled equipment to power propelled. The unit's positive articulated traction assures smooth starting and rolling eliminating jackrabbit starts that jar, jolt, or shock loads. The wheel of the mechanism rides up and down freely, automatically compensating for floor irregularities and maintaining constant traction between wheel and surfaces.

Circle 55 on Card, Facing Page 48

Folding-Stacking Pallets

Palmer-Shile Co. offers all-steel welded folding-stacking pallets for plant or warehouse materials handling. They are available in stand-



ard sizes, or can be manufactured to customer size and capacity requirements. When folded, four pallets occupy the space of one set up for use. Safety pockets welded to the base plate give rigid support in stacking pallets to any height.

Circle 56 on Card, Facing Page 48

Truck Tire Demounters

A new method of tire demounting was introduced by the Par Sales Co., Inc. The tire demount and safety inflation tool consists of a conical shaped base, a spider assembly consisting of four cross arms, a screw

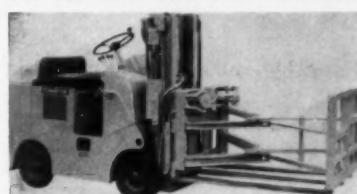


shaft and handle, and two sets of pressure pads. Wheel is seated on conical base and the pads positioned to maintain evenly distributed pressure on bead. Rotation of lever breaks the bead with ease. It is equally effective on tight beads, warped or rusted rims and wheels.

Circle 57 on Card, Facing Page 48

High Lift Fork Truck

Towmotor Corp. is offering a high free lift mast fork lift truck with

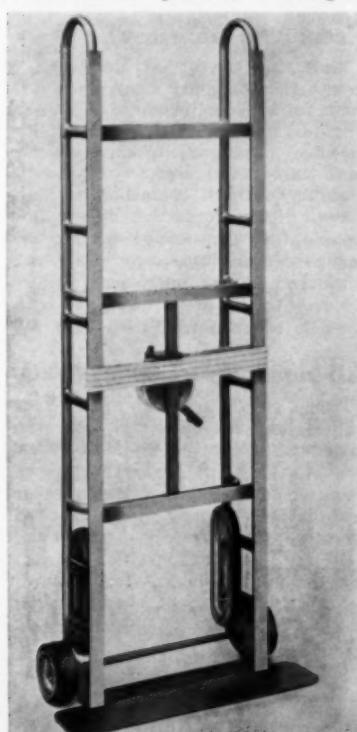


side-shifter and push-off attachment combined to speed unloading operations. The side-shifter moves the load laterally for precision placement in close areas and push-off accessory pushes the load off the forks onto tier. Three 48 in. forks are employed.

Circle 58 on Card, Facing Page 48

Appliance Truck

Combining strength with minimum weight, Sunmaster Products Co. offers a new appliance truck. All models feature one-piece tubular steel side frames joined at the toe plate. The 24-in. toe plate is an integral



part of the frame, axle, and axle carriage construction. An improved ratchet design gives fast, positive, effective action, eliminating slipping and the need to tuck in belt. All models come with full hand-sized grips, full length non-marking rubber bumpers, and high load capacity aluminum roller bearing wheels with molded-on rubber tires.

Circle 59 on Card, Facing Page 48

Tank Inspection Ladder

Aluminum Ladder Co. has added a tank inspection ladder to its line of industrial specialty ladders. It is an extension stepladder fitted with an aluminum platform and a protective



guard rail and locking chain on one side. The rail across the front is hinged to afford access to the platform. Step and platform surfaces are of non-skid design. The ladder extends from 8 to 13 ft.

Circle 60 on Card, Facing Page 48

Sheet-Lifter Scale

Martin-Decker offers a built-in scale on its sheet-lifter. The weight of each load lifted is automatically indicated on a large easy-to-read dial convenient to the operators position. This hydraulic weighing attachment requires no headroom.

Circle 61 on Card, Facing Page 48

Fork Truck Attachment

Clark Equipment Co. has a new fork truck attachment for palletless bag handling. It consists of two scoop-shaped arms hydraulically actuated to clamp bags. A side shifting mechanism is also incorporated



to speed pick-up and place-down of loads. Scoop arms are 45 in. long and can be spread 67 in. wide or clamped to 17 in. The attachment has a maximum capacity of 3500 lb and is designed to fit all Clark fork trucks.

Circle 62 on Card, Facing Page 48

(Please Turn Page)

New Products and Equipment

(Continued from Preceding Page)

Pallet Truck

Lathrop Paulson Co. offers a pallet truck with a heavy-duty steel frame, low carriage for maximum pallet load height, double race plastic wheels and casters, and a 6-ft high vertical hand rail. Angles are provided in the frame for carrying a max-

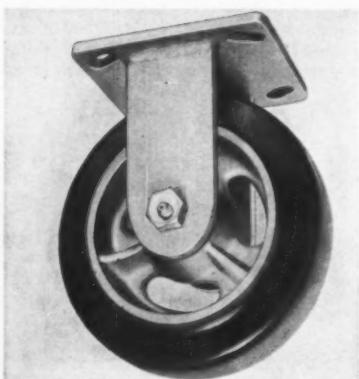


imum load of 4000 lb on standard, winged-type or take-it or leave-it pallets having dimensions varying from 36 x 40 in. to 48 x 40 in. The new truck can be tied into towveyor system by means of a drop pin accessory, or into an overhead conveyor system by means of a chain hook.

Circle 63 on Card, Facing Page 48

New Caster Series

A completely new line of medium duty casters, is offered by Albion Industries, Inc. Of sturdy construction, both the top plate and yoke base are accurately cold-forged from $\frac{1}{4}$ in.



steel plate to provide a strong, smoothly operating structure. This new line is available from stock in $3\frac{1}{4}$, 4, 5, 6, and 8 in. wheel sizes, eight individual wheel types, in both rigid and swivel models for medium duty industrial trucks and dollies.

Circle 64 on Card, Facing Page 48

Diesel-Powered Lift

An economy-priced gasoline or diesel-powered fork lift suited for yard use is offered by J. I. Case Co. It comes with a choice of three mast



heights for maximum lifts to $10\frac{1}{2}$, $14\frac{1}{4}$, or $21\frac{1}{2}$ ft. Lift capacity to maximum lift height in the first two stages is 4000 lb. In the third stage, lift capacity is 2500 lb. Available with either a 38.5 hp gasoline engine or a 41.5 hp diesel, the new model features power steering and synchronized shuttle shift.

Circle 65 on Card, Facing Page 48

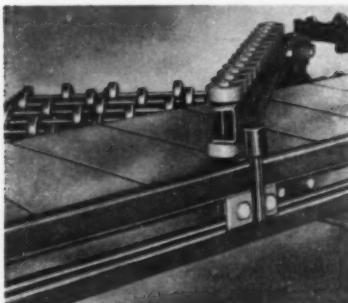
Crankcase Lubricant

Gulf Oil Corp. has developed a new high detergency crankcase lubricant for use in gasoline and diesel engines. Made from a specially-selected paraffinic stock which has high oxidation resistance, it assures stability at high operating temperatures. Sludge formation due to low-temperature stop-and-go driving and engine deposits caused by heavy-load, high-temperature operations are reduced.

Circle 66 on Card, Facing Page 48

All-Metal Belt Conveyor

Some of the features of the redesigned unitized all-metal belt conveyor manufactured by M-H Standard Corp. are: lower horsepower requirements, simplified assembly and installation, a body depth one-half that of previous models, and a new belt design that permits conveyor lengths up to 500 ft. The conveyor

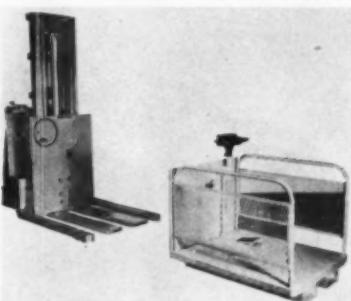


fectors, electric controls, etc., without the need for drilling. Items are fastened to the channel by means of $\frac{1}{4}$, $5/16$, $\frac{3}{8}$, or $\frac{1}{2}$ in. bolts. They are made in standard 10-ft sections and any number may be easily connected.

Circle 67 on Card, Facing Page 48

Narrow Aisle Truck

A quickly removable, rider-type, remote control platform that can be used to operate a standard narrow aisle, high stacking truck is announced by Lewis-Shepard Products, Inc. A full set of controls for steer-

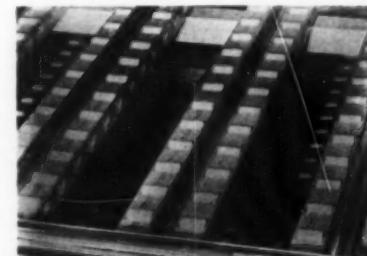


ing, lifting, lowering and driving in forward and reverse are located on the rider type, remote control platform.

Circle 68 on Card, Facing Page 48

Storage Order-Picking

A light-duty roller conveyor for automatic, gravity feeding of industrial storage shelves is manufactured by North American Equipment Co. High density polyethylene rollers are



set in sturdy, self-lubricating galvanite steel channels to give ease of gravity flow. It is applicable for heavy products which demand deeper runways. Rollers move up to 80 lb down long runways at low slope angles.

Circle 69 on Card, Facing Page 48

Splicing Angle

A splicing angle that can be used to attach upright frames of adjustable storage racks one above another for additional height, has been announced by Union Asbestos & Rubber Co. These angles are used with a floating wedge lock at the top of one upright frame and at the bottom of the frame above it. Installation is quick and simple.

Circle 70 on Card, Facing Page 48

Strapping Tensioners

Signode Steel Strapping Co. has released two new strapping tensioners in the TH series. They apply the principle of the self-energized feed wheel to manual heavy-duty strapping operations. High speed strap take-up, teamed with the unlimited take-up of feed wheel tools, and the



flexibility of manual strapping, make the new series basic to operations which do not lend themselves to stationary or semi-stationary strapping stations. Tool weight has been held to 6 lb. Sealing can be either in front or behind the tensioner. TH tools take $\frac{3}{8}$ and $1\frac{1}{4}$ in. strapping in gages from .028 to .050 in. Painted, waxed, or coated strapping is specified.

Circle 71 on Card, Facing Page 48

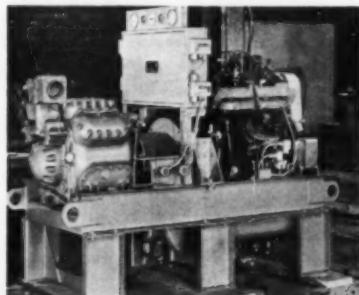
New Bill of Lading

Truckers may save 50 per cent of their billing costs with this new bill of lading. Paper printing plates make it all possible. A shipper, with the system, uses a bill of lading one part of which is a newly-designed paper printing plate. Controlforms Corp. makes the bill of lading.

Circle 72 on Card, Facing Page 48

Cooling Units

Air conditioning and refrigerating units that operate economically and quietly when powered by natural gas-fueled engines are offered by Bell & Gossett Co. A package liquid



cooler unit for water cooling systems, a refrigeration condensing unit series, and an engine compressor unit are three of the basic units made.

Circle 73 on Card, Facing Page 48

Literature from the Advertisements

Listed below are brief descriptions of catalogs, brochures, booklets and other literature offered by advertisers in this issue of DISTRIBUTION AGE. To get your copies of the items offered, simply circle the appropriate number on the Reader Service Card, facing Page 48.

Pick Your Transmission

You have a choice of two transmissions with Allis-Chalmers' new fork-lift truck: Standard or power shift. Both climb grades up to 40 per cent. On this truck you can change a clutch in half an hour. Circle No. 13.

Not Left to Luck

Don't place your protection insurance in the hands of chance. American District Telegraph Co. has an automatic system to fit your protection needs from fire, through theft, to holdup. Circle No. 12.

Truck Moves in Tight Areas

Automatic offers new center-control stand-up fork truck. Operator rides in front of battery. Access is easier from either side. One lever lifts, tilts loads at same time or independently. New bulletin for you. Circle No. 15.

Profile of a Fork Truck

Clark Equipment's thumbnail sketch of its total truck production shows capacities ranging from 1000 to 40,000 lb; 46 different models; power by gas, LPG, electric, diesel; solid or pneumatic tires. Circle No. 11.

Narrow Aisle Electric Truck

A new narrow aisle truck from Clark Equipment is just 38 in. wide with 4000 lb capacity at 24 in. Power steering, single master control make handling easy. Circle No. 77.

Control Damage from Shocks

Tried Convair Instruments' new mechanical device for positive indication that shock levels have been exceeded? Install it in containers, inside van, on cargo. Bright red signal shows shock has triggered instrument. Circle No. 8.

Interested in Quiet Operations?

If you want to reduce the noise level of your operation, check Gould-National Batteries, Inc. Learn how to control grid corrosion. New group of case histories. Circle No. 6.

Same-Day Service Can Be Yours

Same-day service is part of Greyhound Package Express service schedule. Greyhound shipments on board by 9 a.m. finish trips of hundreds of miles in the same day. Circle No. 27.

Platform, Hand Trucks

Lansing Co. makes a wide variety of stack, platform, and hand trucks. Their number increases the odds in your favor when you're looking for the "right" truck. Circle No. 10.

New Aid: MH Equipment Selector

Twenty-four types of materials handling equipment are described in Lewis-Shepard's equipment manual. Use it to form a fully integrated materials handling system. Circle No. 14.

Overhead Towing Conveyor

Continuous moving towing conveyor system simplifies receiving, storing, shipping at warehouses in many industries. Whether overhead or in the floor, Link-Belt can mechanize your operation. Circle No. 7.

Tractors and Platform Trucks

Thermodyne diesel from Mack Trucks can help you deliver cargoes safely and quickly. Successful Mack operators are legion. Their operating gains are impressive. Both available. Circle No. 4.

Insulating With Urethane Foam

Mobay Chemical Co. gives technical assistance and information on how urethane foamed-in-place materials are solving insulating problems of industry. Complete moisture, thermal barrier. Circle No. 9.

Built-In Dunnage Cars

Pullman - Standard compartmentized equipped box cars are available on 26 of the nation's railroads. New booklet shows how compartmentizer can reduce your damage claims, speed loading, slash costs. Circle No. 2.

Fork Truck Service When You Wish

Towmotor never turned its back on a customer. Representatives across the country are skilled servicemen instructed in the proper care and means of repair to keep your truck at peak performance. It's just one benefit. Circle No. 1.

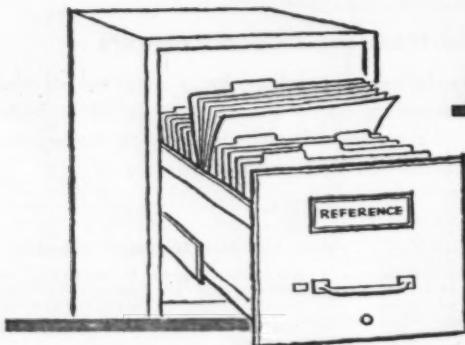
Elevating Tailgate Out-of-Way

Loads of 1200 lb are no problem for an H. S. Watson elevating tailgate. With one you can back tight against a dock. You don't have to lower the gate to open van doors. Circle No. 5.

Four Lift Truck Leasing Plans

You can have the benefits of an efficient fleet of fork lifts for relatively low rental fees. Yale and Towne offers four finance plans: Time payment, leasing with purchase option, leasing, or leasing with maintenance. Circle No. 3.

DISTRIBUTION AIDS



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- Reports

Warehouse Directory

The 1960-1961 edition of the American Warehousemen's Assn. Roster of Members is now available. It lists names, addresses, area, telephone and TWX numbers, executives for customer contact, and railroad service of members of AWA-Merchandise Division in the United States, Canada, Cuba, Mexico, Brazil, Venezuela, and Puerto Rico. Shows who specializes in storage and handling of commodities that do not require refrigeration for their preservation.

Circle 74 on Card, Facing Page 48

Cargo Control Systems

Aeroquip Corp. tells the story of its truck cargo control systems which can cut your cargo damage, increase payloads, and speed unloading and loading in a new catalog No. 700. These systems offer many new advantages to shippers and operators.

Circle 75 on Card, Facing Page 48

Narrow Aisle Operation

A new bulletin by The Raymond Corp. illustrates and describes its line of electric walkie trucks designed for narrow aisle operations. The tractor can be powered either by four 6-volt batteries or two 12-volt industrial batteries. A dual voltage electrical system allows the speed and power to be regulated by using either a 12 or 24 volt circuit.

Circle 76 on Card, Facing Page 48

Tariff Regulations

The Southern Motor Carriers Rate Conference has prepared a booklet containing questions and answers relating to various tariff rules and regulations published in its tariffs. Many of the questions are those which have been directed to the Conference staff for interpretation. Others have arisen in discussions at carrier meetings.

Circle 77 on Card, Facing Page 48

Shipping Guide

Rock Island Motor Transit Co. is offering to the shipping public a 12-page booklet describing in detail points served by RIMT. It further points out the various types of service available to shippers in a seven-state area. States included are Illinois, Indiana, Iowa, Minnesota, Missouri, Nebraska, and Kansas.

Circle 78 on Card, Facing Page 48

Package Testing Folder

A brochure released by the L. A. B. Corp. will be of assistance to manufacturers who ship their products via motor truck and railroad freight car. It contains information on all package testing equipment produced by the company. It also explains the how and why of pre-shipment and inplant transportation testing.

Circle 79 on Card, Facing Page 48

Plastic Liners

Helpful information and practical suggestions on the use of plastic film liners is given in a booklet prepared by Protective Lining Corp. Also included is a summary of flexible films for packaging.

Circle 80 on Card, Facing Page 48

Bulk Handling

A 32-page booklet entitled "Tote, A complete System to Solve Your Bulk Material Handling Problems" is available from Tote System, Inc. Detailed explanations of filling, discharging, storing, shipping, automating tote bins in almost any given plant situation are included.

Circle 81 on Card, Facing Page 48

Lift Truck Attachment

A roll clamp attachment and a lift truck combine to triple warehouse space. Towmotor Corp. offers the complete story in Job Study No. 152.

Circle 82 on Card, Facing Page 48

Refrigerated Trailer

The Perfection Division of Hupp Corp. has a four-page bulletin describing its new refrigerated trailer for moving refrigerated and frozen products by highway or piggy-back. The new trailer employs a sandwich of rigid insulation and fiberglass-reinforced plastic skins to make a seamless box. The trailer is rust-proof, rot-proof, and impregnable to moisture.

Circle 83 on Card, Facing Page 48

Pallet Stacking Frames

Increase your warehouse space with portable pallet stacking frames. Tier Rack Corp. shows how to convert your regular pallets to portable racks in a well illustrated folder. Details on free standing rack sections which assemble independently of the pallet are also given.

Circle 84 on Card, Facing Page 48

Work Glove Guide

The Glove Division, Riegel Textile Corp. is offering a manual covering basic types and styles of work gloves. It gives tips on grades of leather, chemical resistance and physical properties of various plastic coatings. On-the-job case histories show where changes in work glove specifications increased hand protection and lowered glove costs.

Circle 85 on Card, Facing Page 48

Containersharp Schedule

Erie & St. Lawrence Corp. offers a folder explaining the fast delivery, rates, safe handling of all freight to and from Florida and New York. Containers are 8x8x8½ and 8x8x17 with units designed to combine into truck loads. Deliveries are made the morning of the third day from or to New York and Florida. Refrigeration, fresh air ventilation, and heating facilities are available.

Circle 86 on Card, Facing Page 48

For prompt service, use the postage-free postcard provided to obtain FREE LITERATURE and NEW PRODUCT information described in this issue. All material on these pages is FREE unless otherwise noted.

Safe Winter Driving

The National Safety Council has issued two new booklets to help drivers of both trucks and passenger cars overcome the hazards of winter driving. Actual driving tests during the harshest mid-winter conditions provided the data for the two booklets. They offer, in nontechnical terms, tips on safe winter driving—the best method of starting, stopping, and maintaining traction while traveling through snow and ice.

Circle 87 on Card, Facing Page 48

Freight Lifts

Information on General Electric elevator equipment for freight lifts is now available. The 4-page booklet contains illustrations of a complete line of direct-current variable-voltage equipment for geared and gearless elevator systems.

Circle 88 on Card, Facing Page 48

Shipping Container Tests

An eight-page brochure produced by Gaylord Container Div., Crown Zellerbach Corp., explains in detail how 12 tests are made on corrugated board and shipping containers to assure uniform, high quality.

Circle 89 on Card, Facing Page 48

Truck Cost Record

Truck cost record books and forms for driver daily reports to assist truck users in evaluating the performance of their equipment have been prepared by the Motor Truck Div., International Harvester Co. The 20-page cost record allows an accurate record to be kept of all fixed, operating and maintenance charges against one truck for a year. The driver's daily report provides space for number of trips, trip time, number of stops, mileage, load, and fuel and oil consumption.

Circle 90 on Card, Facing Page 48

Auto Fleet Planning

A detailed analysis of business auto fleet plans and a rating chart to help business management determine the plan best suited to its needs are offered by Runzheimer and Co., Inc. Entitled "Who Should Own Our Cars—We, Our Men, or a Leasing Firm?" It is available to any company operating a fleet of 15 or more cars.

Circle 91 on Card, Facing Page 48

Isocyanate Handling

A booklet recommending the proper handling and storage requirements for isocyanates has been published by Allied Chemical's National Aniline Div. The 15-page brochure, complete with pictures and text, explains the best methods for unloading tank cars and tank trucks, handling drums, constructing storage tanks and transfer lines, cleaning storage tanks, and disposing of spillage. Recommendations are provided for temperature and moisture control, avoiding health hazards, first aid, type of safety equipment, and ventilation.

Circle 92 on Card, Facing Page 48

Electric Stapler

Staplex Co. has issued a two-color flyer on its new electric stapler. This unit is operated by a solenoid mechanism designed specifically for electric stapling. The current passes through the solenoid only for a split second. This saves current and maintains cool operation in spite of hours of use.

Circle 93 on Card, Facing Page 48

Soft-Drink Handling

Lewis-Shepard Products, Inc., has prepared a case history showing how a major soft drink producer utilized four basic precepts of palletized loading and mechanized handling in producing up to 72,000 and handling 144,000 cases of bottled goods per day. It is fully illustrated. All phases of the operation are described in detail in the text.

Circle 94 on Card, Facing Page 48

Condensed Caster Catalog

Casters and more casters for a variety of applications are shown in Payson-Harris and Reed's new offering. It consists of 12 pages.

Circle 95 on Card, Facing Page 48

Equipment Handbook Offers

A new gatefold crown-shaped offering from Pure Oil gives some of the reasons for having your drivers visit a Pure truck stop. Clean beds, hot coffee, and a full product and repair line are some.

Circle 96 on Card, Facing Page 48

Truck Leasing Facts

An explanation of its truck leasing service is contained in a new booklet from Berman Service, Inc. The literature highlights four main advantages of service, equipment, personnel, and cost. Equipment available includes trucks, trailers, and tractors.

Circle 97 on Card, Facing Page 48

Safety Paint Comparison

Side-by-side panels of regular and new fluorescent safety paints help to point up differences in the two. If you are considering fluorescent paints as a part of your safety program with materials handling equipment and personnel, the brochure should prove helpful. It is being made available by Lawter Chemicals.

Circle 98 on Card, Facing Page 48

Electric Industrial Truck

An illustrated brochure just released covers the 6000-lb capacity electric truck made by Elwell-Parker Electric Co. Photographs, diagrams, truck specifications are in it. So is an explanation of carbonpile speed control.

Circle 99 on Card, Facing Page 48

Handling Hot Shipments

If you are at all concerned with handling such hot shipments as radioisotopes, the U. S. Department of Commerce has a booklet for you. It will give you many pointers on how to handle it hot without getting burnt.

Circle 100 on Card, Facing Page 48

Fights All-Type Fires

Alim Corp. has just released information in booklet form about its fire extinguisher which fights all types of fires. Underwriters' Laboratories has approved the extinguisher for Class A, B, C fires—paper and wood, burning liquids, live electrical fires, and combustible metal fires. It may allow you to do away with some of the "restricted use" extinguishers in your warehouse or terminal. The booklet has the details.

Circle 101 on Card, Facing Page 48

Live Storage for You

Much of Rapids-Standard's efforts are in the field of live storage. A new pamphlet from the company explains how increased storage capacity, faster order selection, automatic inventory control and other benefits have stemmed from its flow rack system. The new snap-on fitting which makes the system flexible is shown as are the basic types of trackage available.

Circle 102 on Card, Facing Page 48

Warehouse plans for growth as major highways pass it

Six fork-lift trucks and four new highways form a long-distance team to boost business and improve efficiency at this public warehouse facility. New routes bring shipments from Canada

THIS FOUR department warehouse shifts its weight around with the help of six fork-lift trucks to create a compatible materials flow pattern for storage-in-transit and other demands on its space.

Growth Picture

In Scranton, Pa., Quackenbush

Warehouse Co. acts as a bull's eye for present and future transport highway construction. The Penn-Can Highway, now under construction and beginning at the Canadian border, will pass through Scranton enroute to New York and the South. The Northeastern extension of the Pennsylvania Turnpike connects Scranton non-stop with Philadelphia and other Delaware Valley spots. The Anthracite Expressway and the Keystone Shortway, when completed, will bring a rush of trade through the area.

Daily Load

Quackenbush has planned its warehouse area with this growth in mind. The general public ware-

Each Towmotor fork-lift truck operates on an average of six hours a day. Before fork-lift trucks were purchased, flat trucks and manual labor were used.



Loads average from 2000 to 2500 lb. But pallets often hold 4000 lb max



By R. S. Pastore
General Manager

house works with 127,000 sq ft of storage space and can handle a daily load of 20 trucks or eight railcars.

Materials Flow

The materials flow in the warehouse is comparatively simple. Merchandise is trucked in or delivered by rail to the siding. It is then hand-palletized, picked up by a fork lift, and conveyed to the storage area. With outgoing material, the procedure is reversed. No equipment other than the trucks is used and the only attachments employed are three sets of fork extensions which add 14 in. to each fork and are shared by the six trucks.

Six Hours Daily

Each lift truck operates on an average of six hours daily, five days a week. The departmental division within the warehouse is more of a quasi situation with each of the four departments—cigarette,

grocery, starch, and general warehouse—easily accessible.

The trucks make on an average of between 75 and 100 trips daily over flat concrete. While maintenance is not a problem, the company does have a full-time serviceman who puts each fork truck through a weekly check-up. Warehouse management estimates that each unit bears an approximate monthly cost of \$10.00 for service.

Warehouse Capacity

Fork-lift truck loads average from 2000 to 2500 lb each—a figure which is consistent in each department. On occasion a pallet will be loaded with the maximum 4000-lb load. All loads are palletized on 4 x 4 ft wooden pallets. The capacity of the warehouse is 350 carloads—in pounds that is 100,000 per carload. Loads are stacked 13 ft high.

Time Saved

Quackenbush Warehouse gained 50 per cent in loading time when it made the switch from manually-operated flat trucks to fork lifts. Time and manpower savings have reduced the warehouse labor force by five per cent. Overtime has been



All loads are palletized like this one being positioned for railcar

cut by 10 per cent—even with the reduction in labor force.

A 10-station intercom helps tie the warehouse operation together and get maximum use from each truck. Speakers are located at six points within the warehouse. •

The number of feet each unit travels in each of the four departments varies. Trucks travel from 50 to 100 ft one way in the cigarette department shown here.



Loading time was reduced by almost 50 per cent with lift truck fleet



A mover reviews "container"

This household goods mover tells of his company's experience with

WE HAVE seen what amounts to a revolution in shipping techniques. It all came about through World War II.

At that time we had an export division engaged in crating goods for both the civilian and military communities. As a result of the shipping of war material, we made use of every new type of container which came on the market and we made some innovations of our own.

Many Stencils

As foreign buying grew more active in the purchase of American planes, our business in this division expanded until, by the time we were in the war our work force had also expanded. At one of our export packing centers' manpower needs for making and handling container shipments reached 1100. The stencils in the shipping room covered every port in the world.

Today we have two packing divisions—one at Burbank, another

By Harold J. Blaine

*Vice president-general traffic manager,
Lyon Van Lines, Inc.*

at Sunnyvale, Calif. At Burbank our packing engineers developed and built the Sea Van now in use throughout the Pacific area. The container is 12 x 8 x 8 ft, about 750 cu ft inside measurement, capable of carrying around 4500 lb of household goods.

It is made of strong marine plywood, braced with iron corners. It has a door at each end, a double thickness roof, and weighs about 2600 lb when empty. Construction has been handled so that sea air and water cannot get at the contents—the bulkhead-type door provides that protection.

We have a considerable number of these boxes in circulation and as containers they meet just about every requirement in line with providing maximum cargo protection at minimum weight and

cost. But they are not the last word in container transportation.

New Container

Already we are building a new type of container which is lighter in weight and offers the advantage of being a modular unit. These containers are built in several sizes—standard size being 4 x 7 x 8 ft, constructed of light plywood and weighing about 324 lb. Its capacity is 224 cu ft and it will carry about 1300 lb of household goods. Others are built to one-half, one-fourth, and three-quarter sizes to take care of all shipments.

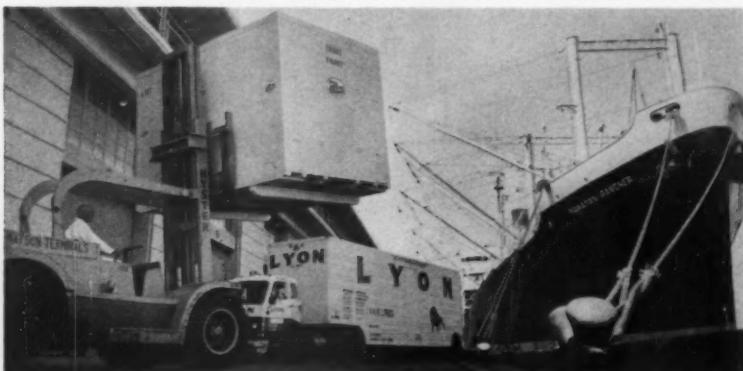
For example: These measurements handle a 1000-lb shipment—4 x 7 x 6 ft or 168 cu ft; 4 x 7 x 4 ft or 112 cu ft for a 600-lb load; and 4 x 7 x 2 ft or 56 cu ft for a 200-lb shipment.

These containers are used in moving goods via water, rail, or highway. But they are not particularly adaptable to motor van movement. They are not watertight, such as the Sea Vans, but they are strong enough to go into the hold of a ship and stand firm under normal cargo handling.

The important thing about containerization is that it reduces the number of handlings of the goods, thereby reducing both labor costs and the claim potential. It also has extra sales appeal because it offers a customer a through door-to-door service. The container is loaded and sealed in his presence so he knows he will receive his goods intact.

Pilferage has always been one of the most distressing hazards of foreign shipping. Our containers are banded, sealed, and cannot be

Sea Van is the all-weather container built for ship transportation. It can hold around 4500 lb of household goods. Sea air and water cannot reach into it



shipping

container shipping

opened until delivery to the specified customer. Recently, our shipments have shown bills of lading marked for England, Germany, France, Italy, Japan, Holland, Spain, Libya, Egypt, Saigon, and Alaska and Hawaii.

Foreign shipments are handled through our Household Shipping Division. It simplifies the problem of keeping up with all the changes and developments in this specialized business. This was the division which originated Car Pak and built it up so that now we ship out nearly 200 carloads of household goods a year by rail. The bulk of it goes East. However, a number of Lyon agents in the East are trained and equipped to handle Car Pak shipments West.

No Rails

The railroads were virtually out of the picture so far as household moving was concerned when we put Car Pak into operation. It was an "eggs in a basket" type of packing using heavy paper padding and wrapping on upholstered goods and wedging all carefully into a nest of excelsior and shredded paper. Bulkheads were braced and nailed in the boxcar to hold cargo-shifting to a minimum.

After about five years of building the business along these techniques one of the railroads came up with what they called dunnage free cars. These were boxcars lined and equipped with steel crossbars that could be dropped into place to hold bulkheads, instead of using two by fours and braces. Now, most of the lines, provide this type of equipment.

It has radically changed the attitude of the traffic man re-



These containers are used mainly where water and land shipping make up the transportation picture—especially where cargo will move via rail from ship

garding moving household goods by rail. The old method of crating everything in heavy, expensive crates was done away with in Car Pak, bringing the railroad back into the household goods moving business. But it is only a drop in the bucket compared with our over-the-road tonnage.

By combining the container method of moving with Car Pak and from rail to ship's hold, we find many shortcuts in transporting goods to foreign ports.

Even shipments forwarded by air are being containerized. We started Sky Van service before the war and resumed it afterward, building it up to handle a heavy tonnage from and to Alaska. Although this is not strictly foreign shipping, it does point to the day when much more moving to overseas points will be done by air.

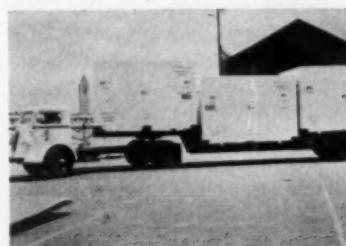
We have the cost down so that we can fly goods into the major Alaskan cities at rates no higher than other methods of shipping. Consider the man with a family, moving to Alaska, waiting in a hotel for goods to arrive. You can soon see a big saving in cost by flying in the household goods. The sooner the family can cook its own meals, do its own laundry, the sooner the high cost of living in Alaska is brought down within reach.

But we don't count this when we show that our rates per cwt are no higher than the rates by motor van or sea van and, furthermore, our service between Seattle and Alaska via Sky Van is only 24 hours.

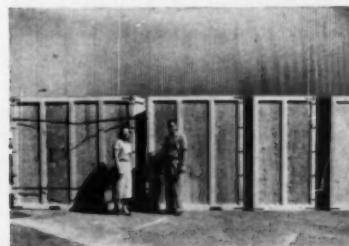
At the present time, although most of the overseas movement

(Please Turn to Page 63)

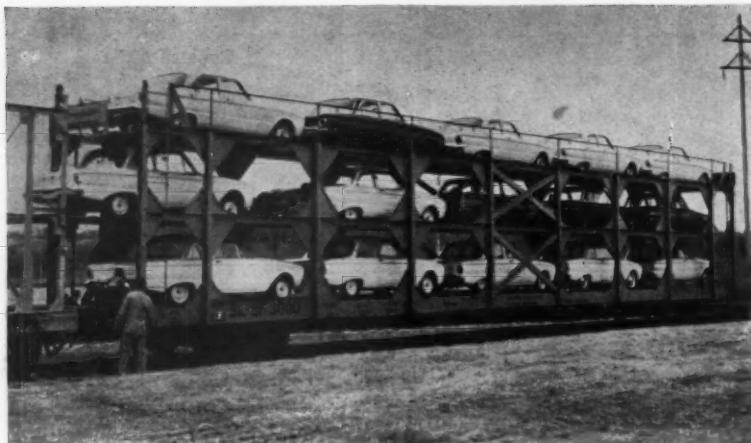
A special trailer is used to move containers to, from warehouses



Here are the four sizes that Lyon uses in overseas cargo services



Railcar Design Fits Automobiles



A new tie-down system for rail shipment of automobiles may aid in expanding automobile delivery in carload lots. The Brandon Equipment Co.-developed system is being applied to 130 tri-level car built for the Frisco Railroad by Pullman-Standard. The system uses twin anchor channels running the length of each deck except for 6 in. at each end to allow mounting bridge plates for spanning the opening between cars

An underwriter . . .

(Continued from Page 33)

vice has made the 35-ft container its standard.

Various organizations in the United States, including the National Defense Transportation Association and a committee of the American Standards Association, have been trying to obtain an agreement on container dimensions. The standard dimensions recommended possibly will be 10, 20, and 40 ft in length, 8 ft in width and 8 ft in height.

Insurance underwriters are concerned as to how well these containers will be maintained. Containers are ordinarily inspected at the concentration point in the port area upon arrival by motor-truck or rail. Inspection is confined to the outward appearance of the container, since the container arrives loaded, locked, and sealed. Inspection of the interior of the container usually takes place upon discharge from the return voyage so that only containers in sound condition may be dispatched to the exporter's warehouse for the next shipment.

Repair facilities also are maintained in the port area. Shops are

equipped to make extensive repairs in both framework and sheathing of the container, and to replace interior facings and flooring when necessary.

Refrigerated Check

Special arrangements are made for refrigerated containers. These are inspected regularly during shore transit and aboard ship to insure that proper temperatures are maintained. Major repairs to refrigeration and air-conditioning equipment are, however, usually done by a contractor.

Since most containers have not been in service for too long a time, replacement is not yet a problem. However, the success of any container service depends on public acceptance. Since containers are continually moving over the public highways and are shipped directly to the customer's warehouse for loading, shipowners would undoubtedly withdraw and replace obviously substandard containers as soon as they were discovered, rather than risk the loss of "good will."

Taken at face value, the inspec-

tion, maintenance, and replacement program seems to guarantee that insurance underwriters will be asked to cover only shipments in sound containers. However, underwriters will hope that inspectors will be properly trained to look for those defects which would give rise to claims: Loose rivets, worn locking devices, open seams, weak hinges, etc.

Extent of Use

While it is obvious that not all commodities nor all trades will benefit from the use of containers, recent developments in the United States indicate that the trend toward their use is the most significant development in the shipment of cargo since the end of World War II. The container is of course extremely adaptable to railway "piggy-back" carriage. Also, it can be hauled over the highway or it can be run onto a lighter, or a flat-bed truck with minimum difficulty.

Development so far has been confined largely to coastwise and liner services operating out of U. S. ports to nearby off shore destinations. There are several firms whose managements have made a firm commitment to containeriza-

Flexi-Van Goes to Korea



Lighting fixtures bound for a new hospital at Inchon, Korea, are placed aboard ship in a New York Central Flexi-Van, the railroad's coordinated rail-highway-ship container. The shipment is the Central's first Flexi-Van unit transported overseas. The fluorescent lighting fixtures will be installed in a new medical center being built at Inchon by the United Board for Christian Higher Education in Asia. It is being shipped to Inchon on the States Marine Lines' freighter, "The Jefferson City."

NARROW AISLE ELECTRIC FORK TRUCK



NEW NR-40 reach-type, electric fork truck. Narrow aisle maneuverability. Only 38 inches wide. Capacity 4000 lbs. at 24 inches. Power steering. Single master control handle. Dual drive axles. Tilting forks. Entry upright extends. Full load speed—6 mph. Operates in seven foot aisle.

Industrial Truck Division
CLARK EQUIPMENT CO.
1921 Escott Street
Battle Creek 77, Michigan

CLARK
EQUIPMENT

tion. The size of their operations is impressive.

They have made the necessary capital expenditure to purchase large numbers of trailers, to design ships, and to take an active part in adjusting legislation and regulation to create an atmosphere in which containership operation can compete for freight. Other steamship companies own only a few containers, which they make available to shippers in the port areas on request.

A recent article in the magazine "Business Week" points out that while container shipments still account for less than 2 per cent of railroad freight shipped in the United States, the number of railroads offering piggy-back service has jumped from 39 to 51,¹ and carloadings of this type in 1959 were 50 per cent above the 1958 total.

Containerized Cargoes

Experience with containers indicates that they are used most often for the carriage of finished products of various kinds. Among

those listed in answer to a questionnaire circulated by the American Institute of Marine Underwriters were photographic film, radios, clothing, textiles, pharmaceuticals, chemicals, household goods, and tobacco products.

Other commodities which may benefit from the use of containers are electronic components, liquors and wines, hand-tools, cutlery, automotive parts and accessories, radio and television tubes, electrical appliances for household use, cameras and accessories, and optical goods.

These commodities have many characteristics in common: They combine small bulk with comparatively high value; are in wide demand and therefore are easy to sell; are attractive to the casual thief as well as to organized gangs; and in general are natural targets for theft and pilferage.

Such commodities are generally in a finished state when shipped and require no further processing. Any damage to a unit, however minor, tends to make it unacceptable to the consignees and his customers, except at a greatly reduced price. It is, therefore, necessary to protect the article from any damage to both its real value and its apparent value.

Proper Packaging

Presumably, the freight container will tend to prevent not only theft and pilferage, but also breakage, denting, scratching, etc., provided the proper packaging is maintained.

Containers may also find wider acceptance in carrying special cargoes. Dangerous cargoes such as explosives, corrosives or volatile substances may prove to be safer and easier to handle in containers, particularly in full container lots with all packages secured firmly within the container.

Dangerous cargoes required to be carried on deck would undoubtedly be more secure in containers than in, say, individual drums lashed down to deck fittings.

Economic Factors

We have mentioned, previously, the high initial cost of instituting (Please Turn Page)

smart
truck
users
choose

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the PREFERRED
way to lease trucks

because it's national
in experience and
service—local in costs
and controls



National Lease supplies everything but the driver at flexible, local-level costs. On-the-spot management provides highest efficiency; full service, one-invoice truckleasing—the LEASE-FOR-PROFIT way.

National Lease service doesn't add to your cost... it saves. Saves the capital and management time you now spend on trucks so you can put yourself—and your money—back into your own business.

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Lease a new Chevrolet, or other fine truck, operate it as your own with no investment, no up-keep.



For facts about full-service, "Lease-for-Profit" truckleasing—and the name of your local **National Lease** firm, write

**NATIONAL TRUCK
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Serving Principal Cities of the United States,
Canada, and Puerto Rico

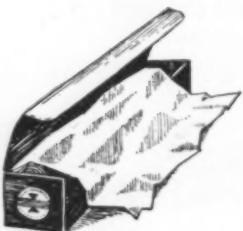
23 E. JACKSON BLVD., SUITE 612, CHICAGO 4, ILL.



For shipping oils



or coils



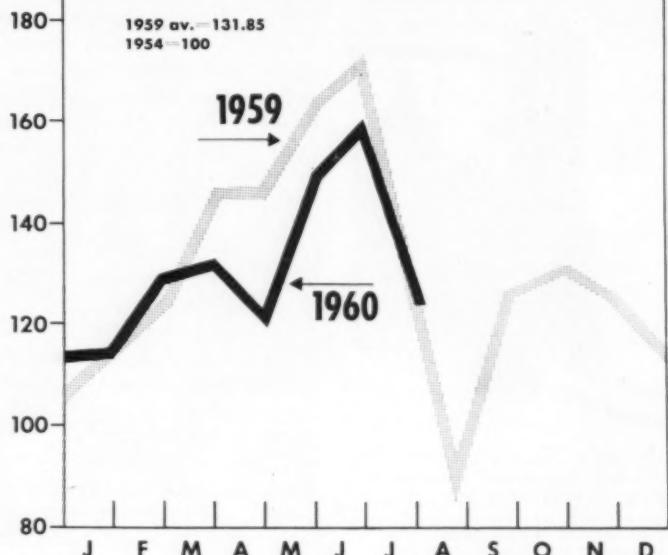
or aluminum foils

The better way is Santa Fe

No matter what you ship
call the nearest Santa Fe
Traffic Office and let the
"railroad that's always on
the move toward a better
way" go to work for you.



MATERIAL HANDLING EQUIPMENT BOOKINGS



An underwriter . . .

(Continued from Preceding Page)

container service. To this initial cost must be added the costs of maintenance and replacement of containers, handling equipment and vessels—to the extent that these would exceed the equivalent costs of conventional equipment.

There are many other costs, including distribution of empty containers to shippers; rental of storage space in port areas; incidental moving, handling, supervision and dispatching at the port of loading; collection of containers and other handling after discharge and prior to return.

In view of the high initial cost of vessels, containers and handling equipment, shipowners must expect to effect substantial savings in operating costs and improvements in efficiency. This is emphasized by the statement that a container ship can be loaded in one-eighth the time required to load a conventional cargo ship of the same size.

It is also pointed out that containerization can virtually eliminate the 12 to 14 times that cargo

moving overseas from interior points must be handled.

Further savings result from the decrease in turnaround time. One company reports it schedules 13 round trips per year for a containership as against 12 trips for a conventional cargo vessel.

Full profit can be realized from container service only when containers are filled on both inward and outward voyages. To date this has not been true on most services. In U. S. coastwise trades it is often possible to find return cargoes for most of the container capacity of a vessel, but in export trades containers must often be returned empty.

Deadweight Loss

A major disadvantage in a containership operation is the loss in deadweight, even when the vessel is fully loaded with containerized cargo. It is estimated that this loss in deadweight is about 50 per cent for lift-on lift-off container cargo. The vessel must therefore be able to make the nec-

essary additional round trips to overcome this loss, and the cost of the additional capital equipment needed for the operation.

The longer the voyage, the harder this is to accomplish with present-day ship designs, speeds, and fuels. However, it appears that in trades involving distances of less than 2,000 miles the operation can be successful with designs available today.

Labor Problems

In general, the position of organized labor in the United States has been to regard the use of containers as "automation." Many labor leaders have contended that the application of container techniques to cargo shipments results in technological unemployment for longshoremen and stevedores. Resistance in the form of work stoppages has been frequent.

One American carrier experienced labor trouble when its container service to Puerto Rico began in 1958. The problem was overcome by compromise and the service appears to be operating successfully at this time.

But labor trouble has not been confined to the United States. The first ship of a new container service to South America was forced to lie at anchor for nearly three weeks before stevedores would unload her containerized cargo, and then she returned to New York empty. It is understood that discussions are now going on between the steamship company representatives and the stevedores, with the foreign government represented at these meetings. In the meantime two ships are out of service.

Legal Aspects

At this writing there has not been a clear opinion by a judicial or a regulatory body in the U. S. with regard to the definition of the word "package" as used in the wording of the "Carriage of Goods by Sea Act." Such decisions as exist leave one with some doubt as to what might be decided in a case involving containerized freight.

There is no doubt that steamship operators are making an effort to have the container consid-

ered as a "package." Some tariffs provide that where a container-load freight rate is paid, the entire container shall be considered the "package" within the meaning of "The Carriage of Goods by Sea Act."

Complicating the picture slightly will be the tendency for a number of consolidators to enter the trade. These consolidators acting as common carriers, issue their own bill of lading to the shipper, then deliver a filled container of freight to the steamship operator. In this case, because of the freight advantage which these consolidators will enjoy, it is possible that the steamship companies will establish the loaded container as a "package." With regard to the individual shipper of container-load freight, it also is possible that the courts will support this position if it is taken by the steamship company.

Significant Fact

This is significant to the insurance industry, since it affects sub-
(Please Turn Page)



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LITERATURE

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An underwriter . . .

(Continued from Preceding Page)

rogation against the carrier. In the event that liability is limited to \$500, per loaded container, the insurance industry may wish to obtain a more reasonable position by means of an amendment to the "Carriage of Goods by Sea Act."

There are two main points to the integrated containership operations. The first of these is the catastrophe risk on shore and on board ship.

The ideal shore-side facility, from the underwriters' point of view, consists of a large staging-area, properly fenced in and patrolled. Refrigerated boxes are plugged into shore electricity and are supervised by a competent technician. In one segregated area there should be a warehouse in which small lots of freight can be consolidated and placed into containers as they arrive. There is relatively little concentration within this building. Such a model represents an excellent catastrophe risk.

The risk while on board the vessel should be equally good, par-

ticularly where watertight integrity is not impaired by the elimination of conventional watertight bulkheads. Unfortunately, in the roll-on, roll-off ship or in certain of the lift-on lift-off operations, the elimination of certain watertight bulkheads weakens the ability of the ship, and its cargo, to withstand the consequences of collision or holing.

Because of the reduced deadweight it should be possible to load a container ship so that she is at her best as far as stability is concerned. There should be no loss of stability because of shifting of cargo.

While such a model operation might merit preferential insurance costs, not all containership operations measure up to this model.

The other point to bear in mind is the risk of loss from the routine handling that a shipment is subjected to in foreign trade after broaching for customs or distribution.

In order to secure specific in-

formation on claims, out-turn and underwriting results on cargo shipped in containers, the American Institute of Marine Underwriters sent questionnaires to the loss departments of its member companies and to correspondents abroad who have had some experience with claims on containerized cargo.

Members expressing an opinion agreed that containers were suitable for concentrating shipments of small-bulk, high-value cargo. Several said that they regretted the trend towards using domestic packaging (corrugated cardboard, etc.) on container shipments, partly because of the danger of crushing and breakage while in the container, but also because of the exposure to claims when containers are unpacked at destination.

One member said, in part, "the incidence of theft, pilferage, non-delivery, breakage, water damage, etc., should be greatly reduced, if not eliminated, if the containers are stowed under-deck. Heavy, unwieldy items such as machinery would not, in our opinion, be suitable for containers.

"Cargoes in the 'red label' class would be subject to Coast Guard regulations and stowed on deck. Such dangerous items would be questionable for containerization, we feel, due to the high concentration of the material in one spot. Fragile shipments could lend themselves to the use of containers if proper care is taken with the stowage inside the container.

"It is our understanding that one of the talking points in favor of containerization is the saving realized by the use of domestic packing. However, in cases where the cargo is destined for an interior point and removed from the container for such a move, we feel that the rigors of inland transit would be too much for usual domestic U. S. packing. It would also appear to us that care should be taken to insure proper stowage inside the container if domestic packing is used."

Other offices mentioned the necessity of careful bracing or wedging of packages within the container so that they would not shift in heavy weather.

There was some concern expressed over the probability of high concentration of values in port areas, subject to one disaster. However, it seems likely that there will be some reduction in the fire hazard both aboard ship and at dock-side. Operations which were inspected seemed remarkably well-kept and free from the litter and debris usually found in dockside areas.

Reports from correspondents were informative. Most agreed that the use of containers had resulted in a substantial reduction in theft and pilferage. Where theft had occurred it was either the result of failure of the container, or because padlocks had been broken. One correspondent suggested that mortise locks be substituted.

Several correspondents said that in the few pilferage claims reported, it was difficult or impossible to tell when or where the loss had occurred.

Water Damage

Water damage was reported in a few cases, either from immersion of the container or from heavy rains while containers were stored in the open in port areas. However, most correspondents reported that water damage, fire, and contamination risks were reduced by using containers. Several reported shortage claims which, in their opinion, were usually due to improper tallying by the shipper.

In general, losses seem to have occurred before the cargo was packed into containers, or after unloading at destination.

Breakage claims, however, presented a somewhat different picture. Many correspondents reported claims for breakage, heavy weather damage, etc., most of which they attributed to inadequate bracing, wedging, or padding between the units or packages within the container. Several said that this condition was aggravated by the use of domestic cartons.

With regard to surveys, none of the correspondents had experienced difficulty in obtaining access to the containers. However, (Please Turn Page)

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Underwriter . . .

(Continued from Preceding Page)

while it was possible to survey damages, it was not possible to establish the time and place of loss. This, it was felt, would prejudice insurers' rights of recovery.

No unusual delays were experienced in taking delivery. In fact, several correspondents remarked that consignees were more prompt than usual in this respect, either because of the value of the goods, or because of demurrage charges on the containers.

It was mentioned, forcefully, that containers are generally stored in the open before loading and after discharge, and that the condition of the container was therefore all-important if losses were to be minimized.

It was also pointed out that inspection by the carrier of locked and sealed containers was confined to external appearance. If the container is in apparent good

order and condition, no exception is taken.

What's Ahead?

Since it seems that containerization will become more and more the standard practice in years to come, underwriters may feel encouraged by the prospect of some improvement on claims which they have always believed were preventable, but which they could do little to protect themselves from.

However, it can be expected that the continued use of containers will be accompanied by deterioration of the quality of export packaging. Failure of the container may therefore result in water damage, breakage and other losses, and these losses will also occur when packages are taken out of the container at the port of discharge and shipped to the interior.

Because of the loss in dead-weight, approximately one-third of the containers are stowed on deck of the container vessel. We can therefore expect losses due to heavy weather, and changes in atmospheric temperature, particularly in winter. A similar situation will exist when the boxes are stored in the open for a period of time.

It is hoped that the outturn being experienced today in containerized operations will continue. A great danger however, appears to be a tendency to consider all container operations as substantially identical. This is not the case, and each operation needs to be rated and underwritten on its own merits.

In underwriting the shipper's interest, it is to be remembered that there is a good chance that the container will be stored on deck, that the container load will be broken up at the port of arrival in the foreign country, that the packages within the container will continue in transit to the interior, and that the containers will be stored outside in all kinds of weather. •

(Resume Reading on Page 34)

'A more accurate report will be found on Page 99 of the October 1960 issue of Distribution Age. For example 61, not 51, railroads now offer piggy-back service.'

Outlook . . .

(Continued from Page 38)

When you give recognition to a deed done by your employes it is not always recognition of a deed well done. There are times in your relations with them that it is necessary to fall into the act of telling or relating.

At this point, good communications involves the setting up of a proper climate for people to express themselves and their ideas more efficiently. Look at the importance placed on suggestions of employees in modern industry.

You and I know that an employe knows more about his particular job than you or I do. He should. But through the communications relationship, he knows your way and how you want a thing done and knows how to accomplish it.

When a difference of opinion arises, communications will clear the way. So this relationship with your employe becomes a positive force rather than a negative, unionized force. Remember, your recognition of your employe's work is magnified many times over as he tells his wife at dinner what you have said about him. Give him that opportunity to boast at home.

Money and Time

To expand from the confines of the basic family cave, some means of exchange, with a measure of value, was required. This is the measure of value a man buys for the physical labor he expends. If you don't give him enough of this value for his physical expenditure, he can procure it somewhere else. He knows it. Therefore, money becomes a part of your relations with that man. Good men recognize their ability. If you recognize it readily you should be glad to compensate him before he asks for it—or before he finds a union organizer or a United States senator to get it for him.

Donald Harden Brook, vice president of Union Bag-Camp Paper Corp., has said that "even though the employer-employe relationship may be functioning on basic principles of freedom and integrity,

neither group can achieve its direction or discharge its responsibilities in an atmosphere of government dictation."

And if you let the compensation relationship go to this point you will find yourself in the same category as a family fighting over a last will and testament. Nothing but bitterness.

You build the security for your family through your efforts and thinking. You also build security for your business family by the way you run your business. This sense of security develops a sound relationship and enables you to operate your life profitably. The feeling of security in the mind of your employes is that sense of well-being which gives your business family its tone. This tone is heard by your customers, by your competitors, by the new accounts you solicit.

It is reflected outwardly to these people who come in contact with your employes. Without this tone and reflection there will be doubts about the capabilities of performance of the business family.

Take this labor relations discussion as one of human relations. Build a sense of belonging and accomplishment and give and earn recognition. Pay what you would want for the same work that your employes are doing. Create security. Then you will find a kinship in this connection of employer and employe. You will have opened a communications relationship which points you both in a proper direction to that state of being mutually and reciprocally interested in both social and business matters. •

(Resume Reading on Page 39)

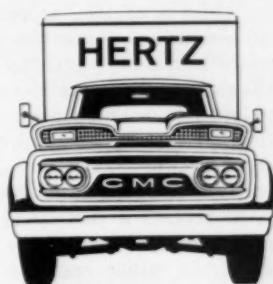
Chicago Terminal Open



Since the late 1920s, Werner Transportation Co. has opened three terminals in Chicago. The latest terminal facilities were recently opened at 57th and Larivee in Forest View. The terminal has 80 cross-doors and a dock area of 80 ft wide. A conveyor system is used for handling freight shipments at a rate of 6,000,000 lb of ltl freight per day across the dock.

NEED A TRUCK... NEED IT FAST?

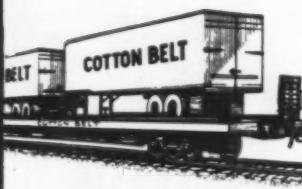
If you need a van, stake, panel, pickup, walk-in or any kind of truck*—and you want it right away—call Hertz! You get modern Chevrolet, GMC or other famous make trucks when you want them and the way you want them. All you need is a proper driver's license and identification. Hertz low rates include insurance and gas and oil. And you can rent Hertz trucks by the hour, day or week. Hertz also offers long-term no investment, no upkeep truck leasing for economical year-round operation.



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ST. LOUIS SOUTHWESTERN RAILWAY LINES

... Packaging

(Continued from Page 37)

electronic equipment and components which require protection during shipment. Since the pulp is formed in molds, fragile irregular shapes can be completely enclosed or held in suspension, depending on the degree of protection required.

The pulp is made in universal forms to protect a variety of objects which differ from one another only in minor respects.

You may be able to benefit from a new creped wadding cushioning material which is made possible through a process that introduces a high concentration of crepes in each ply. It is designed for blocking and bracing, flotation, absorbent packaging and surface protection packaging for materials such as radio and television sets and parts, electrical appliances, glass



Play Ball

Sports minded employees at a mid-western machine tool manufacturer have developed a novel use for their Moto-True fork truck. They have fitted a regulation basket-ball backboard with sleeves that fit over the truck's forks. Now, the truck not only works a full eight-hour day, but during lunch time too.

ware and ceramics, and pharmaceuticals.

The crepe can be obtained in thicknesses ranging from .04 to .50 of an inch, bleached, unbleached, or in combination in a variety of sizes in roll or sheet form. Different backing papers are available. ●

(Resume Reading on Page 38)

AMHS Invests in MHEDA



Officers of the American Materials Handling Society recently presented \$5000 to the Material Handling Equipment Distributors Association for its National Training Center in Newport, R. I. Shown left to right are: Stephen Traudt, AMHS, Bird and Sons; Robert Rutherford, national AMHS president, Sun Oil Co.; Clifford Haddrell, chairman, Board of Management MHEDA; and Don Bowman, MHEDA national executive vice president.



AWA stands for integrity and competence in warehousing

Look for the AWA Seal when you entrust your valuable merchandise to warehousemen . . . and rest assured you are dealing with reliable people. AWA members fully realize their legal and moral obligations as guardians of another man's property. Membership in this nationwide organization is based upon personal integrity, financial stability, and high standards of competence. Put your trust in AWA members.



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1,273 Distribution Centers,
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American Warehousemen's Association
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... Union

(Continued from Page 39)

roduced in the near future. Paid leave of absence is also attractive to the men behind labor's bargaining. Right now it is for the future.

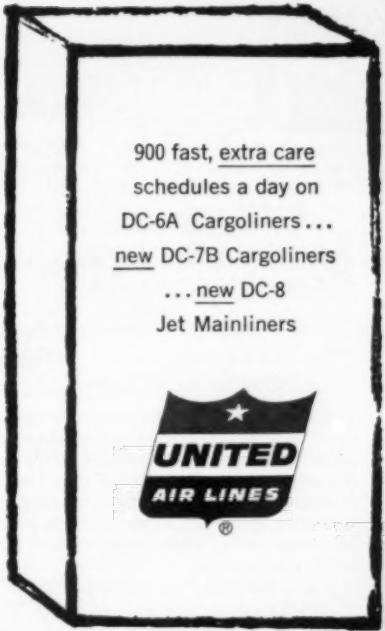
Unions began to push severance pay vigorously in 1955 as an alternative to SUB in industries where the work force fluctuates or employment is declining. It is an important union demand and will remain so.

The Extras

Extras bargained for include pay for jury duty, military leave, wash-up time, rest periods, get-ready time—all are thrown in to seal a contract once major differences are settled. Many of these benefits have already become standard practice, especially in heavy manufacturing areas. ●

(Resume Reading on Page 40)

**ANYTHING...ANYWHERE
...ANY TIME
SHIP BEST WAY—
UNITED AIR FREIGHT**



A mover . . .

(Continued from Page 53)

of household goods is done for the military, there is a noticeable increase in civilian traffic. We estimate about 95 per cent military and about five per cent civilian to be the division among the national carriers equipped to offer this type of service.

Moving civilian goods abroad is on the increase and will continue to grow as more American firms open foreign branches. This poses many routing problems. We have to know what to contend with in the way of rail cars and their capacities, the height of tunnels where we have flat car shipments of containers, and how to make use of native modes of transportation such as ox carts, camels, elephants, and river barges.

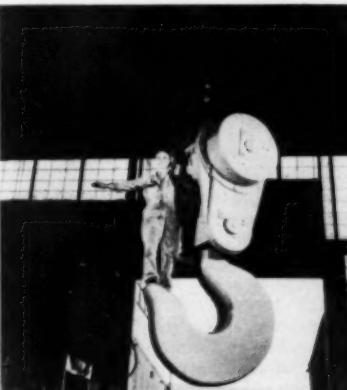
Your experiences with foreign

New Headquarters



Norwalk Truck Lines, Inc. has built a new headquarters building on Milan Ave., Norwalk, Ohio. Here all administrative and accounting operations have been consolidated. The building is the focal point for NTL's operations—geared to assimilate and put into practice the new techniques and ideas that are part of the changing picture of transportation. Central Dispatch, (shown above), is the nerve center of Norwalk's road operations. Three shifts of dispatchers work here around the clock.

No Swan Dive This



This 10-ton crane hook is heavier than three full-grown Indian elephants. It was manufactured by Milwaukee Crane Division of Novo Industrial Corp. Here the hook is being lowered onto a railcar for shipment to General Electric's Schenectady plant. It will handle rotors for steam turbine generators

shipping can be humorous. We had a shipment of household goods, including an automobile, going to Asuncion, Paraguay. It had to be routed via river barge. In dealing with the barge company in this area, rates appear to be dependent on the appearance of the party making the arrangements. If he wears shoes, it's one

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Twenty covered hopper barges are being added to the fleet of Union Barge Line Corp., Pittsburgh. With the specially designed covers closed, the barge can be used to transport materials that must be protected from the elements. With the covers stacked at either end, the vessel functions as an open hopper barge. Built by Dravo Corp., Pittsburgh, each barge is 195 ft long, 35 ft wide, 12 ft deep and will carry approximately 1400 tons.

price; if his shoes are shined, it's a higher rate. The lower rate goes to the representative who is barefooted when he makes the arrangements.

This certain shipment had to be put in large containers. Even the car had to be boxed. We later learned the reason. The auto crate was sold as a house. •

within the LAW

By Leo T. Parker

Legal Consultant,
Distribution Age



TRANSPORTATION

If a carrier operates as a public utility is he exempt from city and township zoning regulations?

Yes. Last month a higher court rendered an outstanding decision holding that a common carrier is exempt from city and township zoning regulations, if the carrier operates as a public utility.

For illustration, in *F—, Inc. v. T—, 158 N. E. (2d) 537*, the higher court held that where a common carrier is engaged in intrastate and interstate transportation, and the carrier's service was open to the public the carrier is a "public utility." Therefore, it is exempt from city or township zoning regulations which would prevent the carrier from erecting a terminal for which the carrier had secured a permit from the state.

In this case the testimony showed that the land owned by the carrier is zoned for residence purposes only. Although it has secured from the proper authority in the state a permit to erect a motor truck terminal at this location, it is prevented from doing so by reason of the existence of the zoning regulations.

This court held that notwithstanding the city or township zoning ordinance, the carrier can erect and operate the terminal, saying:

"We therefore determine that *F—, Inc.* (carrier) is a public utility and exempt from the restrictive provisions of the zoning regulations which would prevent it from proceeding to erect the terminal."

Would a motor transportation firm be penalized if it violated a tax exemption law ostensibly?

No. Last month a higher court held that a motor transportation corporation will not be penalized because it violated a tax exemption law ostensibly.

For instance, in *V— E—, Inc. v. Tax Commissioner, 158 N. E. (2d) 514*, it was shown that one *C—* was

the sole owner and operator of a motor transportation business. He held operating certificates from the Public Utilities Commission, of the State and ICC. He transferred from his individual ownership to a corporation.

The tax commissioner assessed a sales tax on the transfer of the motor equipment from *C—* to the corporation. This was done because at the time of the transfer the corporation was not a certificated operator authorized to operate a motor transportation company. *C—* had delayed in having the certificate transferred to the corporation.

The tax commissioner contended that because the corporation was not a lawful holder of the certificate it was not exempt. The state law specifically provides that only individuals and corporations which hold valid certificates for operations as a common carrier are exempt from payment of sales taxes on equipment which they sell.

The higher court reversed the tax commission's decision, saying:

"At which time appellee (corporation) was not a certificated operator authorized to engage in public utility service but did intend to so engage as soon as it was authorized. The fact that *C—* individually used the equipment in public utility service for

a time after the sale does not deprive it of its excepted tax status."

Can a State Department's or Public Service Commission's decision be reversed by a higher court?

Yes. A few weeks ago a higher court clearly explained circumstances under which it will reverse a state department's or Public Service Commission's decision to grant a certificate to a new carrier to operate over the same route now being served by other carriers.

For example, in *G— B— M— T—, Inc. v. F—, 323 S. W. (2d) 570*, the testimony showed facts, as follows: A new common carrier, named *F—*, filed an application with the state department to operate its motor trucks over a route now being served by another carrier. The department decided that the present service was inadequate, and determined that it could not consider the adverse economic effect upon existing carriers in the light of available freight to be handled in the territory. Hence, the Department granted the *F— Co.* a certificate to operate over this route.

An appeal was made to the higher court that carefully reviewed the testimony and evidence which indicated that the present carrier operating in this territory had ample facilities to handle all business therein and that no complaints had been received from shippers or receivers, and the service was adequate. Therefore, the higher court reversed the Department's decision, saying:

"A new carrier who wishes to invade a territory being served by other carriers must offer some proof of the inability of the existing carriers to render the service required and must make a real showing of a substantial inadequacy of the existing service. The applicants' (*F— Co.'s.*) proof was clearly insufficient on these issues. It is a conclusion that the findings of fact of the Department are not supported by substantial evidence. The judgment is reversed."

All-Cargo Plane



New all-cargo plane is being introduced to shippers across the globe by KLM Royal Dutch Airlines. It has a total cargo capacity of 5504 cu ft with a cruise speed of between 300 and 350 mph. The plane's recent U. S. tour covered five cities

WAREHOUSING

Has it ever been decided whether an error in an insurance policy is subject to correction?

A higher court has rendered an unusually important decision to the effect that an error in an insurance policy is subject to correction.

For illustration, in *G—I—Co. v. B—*, 324 S. W. (2d) 605, the testimony showed that the *B—T—Co.* shipped 110 truck tires valued at \$11,000.00 from Dallas, Texas, to Brownsville, Texas, by way of a truck trailer operated by a common carrier transportation corporation. Before the shipment was made the *B—T—Co.* instructed the carrier to insure the tires for \$8,910.00 against damage or loss during transportation. An official named *D—*, of the carrier, telephoned an insurance company, and requested issuance of the insurance policy on this basis. By mistake the insurance policy was issued in the name of *D—* instead of to the *B—T—Co.* and the amount of insurance was \$891.00 instead of \$8,910.00.

While in transit the truck was forced off the highway into a ditch to avoid collision with another motor vehicle. The carrier's truck collided with an embankment. There was extensive damage to the truck. The driver managed to disconnect the truck from the trailer and remove it from the ditch but was unable to remove the loaded trailer. It burned that night by the side of the highway.

The insurance company refused to pay the \$8,910.00 loss to the *B—T—Co.* because the policy was for only \$891.00, and it was issued to *D—* who had no interest in the tires.

The higher court promptly ordered the insurance company to pay the *B—T—Co.* full value of the destroyed tires. It said:

"There was an abundance of evidence to the effect that appellant's (insurance company's) agent made a clerical mistake in naming *D—* as the insured and in failing to name appellee (*B—T—Co.*) as the insured in accordance with instructions so to do and in making the insurance amount for \$891.00 rather than \$8,910.00 in accordance with instructions so to do."

Has the Court ruled recently in reaction to public convenience and necessity?

Yes. In *A—M—F—, Inc. v. M—P—F—T—Co.*, 326 S. W. (2d) 820, the testimony showed that in 1945 the Arkansas Public Service Commission issued to *C—M—T—Co.* a Certificate of Public Convenience and Necessity, authorizing it to operate as a motor carrier of freight over Arkansas high-

ways between certain stations on certain lines of the *M—P—R—Co.* The *C—M—T—Co.*'s certificate later was transferred and assigned to the *M—P—F—Co.* The present suit involves the legality of an order of the Arkansas Public Service Commission on December 9, 1957, which cancelled a clause in the original certificate of the *M—P—F—T—Co.* which clause prohibited the latter from carrying freight shipments by motor vehicle which originate in Little Rock and are destined for El Dorado. The order gave the carrier the right and authority to provide this new service.

In subsequent litigation it was argued that public convenience and necessity "does not necessarily mean a need for additional service to the public, and that such necessity need not be shown." In this respect, the court said:

"As a motor carrier, it is here seeking to inaugurate a new service without any proof of public need. The law makes no distinction between applications filed by trucking subsidiaries of railroads and those filed by others. Each must prove public need as a condition precedent to obtaining a certificate of public convenience and necessity."

In refusing to approve this new order of the Public Service Commission for additional motor service in the area, the court said:

"It is undisputed that the present motor carrier service in the territory involved is entirely adequate, and that there is no need for additional motor carrier service over the routes involved."

Does negligence by a gratuitous bailee hold him liable for theft or damage to stored goods?

No. For many years in the past all U. S. courts held generally that a gratuitous bailee is not liable for theft, loss, damage, or destruction of stored goods unless the testimony clearly proves that the bailee's gross negligence caused the loss.

For example, in one higher court decision the testimony showed that one *W—* asked a warehouseman to keep \$975 for him. The warehouseman agreed to do so. He put the roll of bills in a pigeon-hole of his office desk. When *W—* returned a few days later to get his money, it was missing.

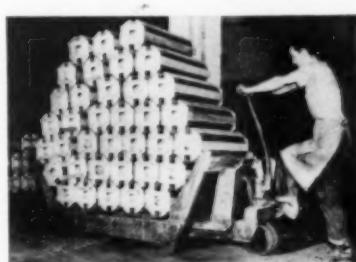
In subsequent litigation, the higher court refused to hold the warehouseman liable in view of the warehouseman's testimony that many times in the past he had kept his own money in the pigeon-hole of his office desk.

This higher court went on to explain that as *W—* had not expressly or impliedly agreed to compensate the warehouseman for storing or safeguarding his money, the warehouseman was a gratuitous bailee. He was not liable to *W—* because the loss was not caused by the warehouseman's gross negligence. In other words, he was not grossly negligent since he stored *W—* money in the same place he quite often had put his own.

In another case the higher court refused to hold a warehouseman liable for theft of goods he was keeping for accommodation of a friend, named *W—*.

In this case the testimony showed that the warehouseman kept in his employment an employee who twice before had stolen goods from the warehouse. The court explained that although this warehouseman failed to exercise "ordinary" care to safeguard *W—* goods he was not grossly negligent.

In still another case a higher court refused to hold a gratuitous bailee liable for the loss of stored goods by fire. This was decided even though the testimony showed that a careless employee dropped a cigarette in a pile of combustible debris which the bailor had allowed to remain in the building for several days. Also, the testimony in this case proved that the bailor had knowledge that his employees were in the habit of smoking in the building.



Suspension Skid

This is a suspension skid especially designed by the Ohio Brass Co., Barberton, Ohio, to move hexagonal, porcelain insulator crates from the crating to the shipping departments. Custom-built by the Gilbert Lumber Co., Smithville, Ohio, of airdried hardwood it carries 36 crating insulators, at a gross weight of 2700 lb, and is handled easily by one man with a hand truck.

Warehouse SPOTLIGHT



Frisbie Re-elected AVL Head at Thirteenth Annual Convention

O. H. Frisbie was re-elected president of Atlas Van-Lines, Inc., at the group's recent Annual Convention. He is president of O. H. Frisbie Moving and Storage Co., Inc., Detroit.

The convention's theme of "What's Tomorrow" ended with an address by Neil J. Curry, president of California Cartage Co., Los Angeles, and chairman of the Executive Committee of the American Trucking Associations.

The facilities and operations of Atlas' recently acquired international freight forwarding division were detailed by Harold Squier and Carl Joyce.

—DA—

Murphy Calls for Improved Mover Services, Schumacher New Chief

ICC Commissioner Rupert L. Murphy has called for an improvement in mover services with attention to underestimating, loss and damage claims, promised delivery dates. He spoke before the recent Annual Assembly of the Movers Conference of America.

The president of Global Van Lines, Inc., Edward W. Schumacher, was elected MCA president. Shelby H. Hood, Greyhound Van Lines, Inc., was elected to the Advisory Board as was Nicholas Shiskoff, Dean Van Lines, Inc.

Mo. Warehousemen Elect Officers

The Missouri Warehousemen's Association has a new slate of officers. They were elected at the recent Annual Convention, the Association's 37th. For the General Division, Joseph C. Gleeson, St. Louis Terminal Warehouse Co., was elected president; Joseph A. Mrazek, Joseph A. Mrazek Moving and Storage Co., St. Louis, vice president; and Mack Helberg, Warehousing Corporation of Missouri, secretary-treasurer.

—DA—

Druehl Buys Erickson Van & Stg.

Roger H. Druehl has purchased Erickson Van and Storage, Inc., San Jose, Calif. It is an Allied agent. Druehl has 15 years' experience in the household goods moving industry.



The new Palo Alto Transfer van is cushioned with Clark air ride suspension capable of taking a shock load of 3000 lb psi. The quality of air suspension ride remains near constant with loads of varying weight, while the van floor continues level with any distribution of weight. The trailer was built by the Reliance Trailer Co.

NARW Executive Committee Meet

At its recent Fall Meeting, the Executive Committee of the National Association of Refrigerated Warehousemen approved a research study of membership needs. The project will be handled by an independent research organization. The effort is being made to develop a long range plan of association activities to better serve NARW members.

—DA—

Men in the Spotlight

L. A. Larimore—re-elected president, Household Goods Carriers' Bureau, Washington, D. C.; Harry H. Roer—re-elected to the Bureau's board of directors.



George V. Ehrhardt—rejoined Sofia Brothers, Inc., New York City, as vice president in charge of long distance and overseas sales.

Thomas F. Hanna—appointed vice president, Global Van Line's Eastern Region, with headquarters in Washington, D. C.

David W. Thomas—appointed group officer, Chicago plant of Solar Steel Corporation.

Howard H. McCullly—named president, Allied Van Lines, Inc., Broadview, Ill.

Otto Neu-Schulz—named commercial sales manager, Sofia Brothers, Inc., New York City.

Carl J. Patterson—named executive vice president and operations manager, Atlas Storage Company and Atlas Transportation Company, Philadelphia, Pa.



Charles W. Lackey—appointed operations manager-Foreign, and Jules J. Busch—operations manager-Domestic, United Van Lines, St. Louis, Mo.

Henry S. Hicks—appointed sales manager, Atlanta Office, Burnham Van Service.

(Please Turn to Page 93)

Warehouse Directory

Listed below are approximately 300 public warehouses whose services are advertised in this issue of DISTRIBUTION AGE. The listing is alphabetical by city and state. Included are general merchandise warehouses, refrigerated warehouses, and household goods warehouses. Also listed are a number of national warehouse sales organizations.

ALABAMA

Birmingham
Doc's Tfr. & Warehouse, Inc.
Harris Warehouse Co.
Southern Bonded Warehouse
Strickland Tfr. & Whse. Co.

ARIZONA

Phoenix
B-Z-Bee Transp'n & Whse. Co.
Lightning Mvg. & Whse.

ARKANSAS

Little Rock
Terminal Warehouse Co.

CALIFORNIA

Los Angeles
Bekins Warehousing Corp.
California Cartage Warehouse
Central Term. Whse. Co.
Davies Warehouse Co.
Overland Term. Warehouse Co.
Pacific Coast Term. Whse. Co.
Pacific Commercial Whse., Inc.
Star Truck & Whse. Co.
Union Terminal Warehouse

San Francisco

San Francisco Whse. Co.

COLORADO

Colorado Springs
Welcker Tfr. & Stge. Co.

Denver

Larsen Tfr. & Stge. Co.
North Denver Tfr. & Stge.

Welcker Tfr. & Stge. Co.

Pueblo

Welcker Tfr. & Stge. Co.

CONNECTICUT

Bridgeport
William B. Meyer, Inc.

Hartford

George E. Dewey & Co.
Hartford Despatch & Whse.

Co., Inc.

DELAWARE

Dover
Delmarva Whses., Inc.

DISTRICT OF COLUMBIA

Washington
Davidson Tfr. & Storage Co.
Kane Warehouse Company
Terminal Stge. Co. of Wash.

FLORIDA

Jacksonville
Jacksonville Warehouse Co.
Laney & Duke Stge. Whse. Co., Inc.

M & M Term'l. Whse. Company
D. H. Overmyer Whse. Co.
Peninsular Whse. Company
Union Terminal Whse. Co.

Miami

Colonial Warehouse, Inc.
International Bonded Whse. Corp.

Miami International Whse. Co.
Santini Bros., Inc.

Tampa

D. H. Overmyer Whse. Co.

GEORGIA

Albany
Sowega Bonded Whse., Inc.

Atlanta

American Bonded Whse.
D. H. Overmyer Whse. Co.
Southern Bonded Warehouse

Savannah

Savannah Bonded Whse. & Tfr. Co.

HAWAII

Honolulu
H C & D Mvg. & Stge.

ILLINOIS

Cairo
Hudson Warehouses
Chicago
Ace Warehousing Service
Affiliated Whse. Companies
American Chain of Whses., Inc.
Anchor Storage Co.
Associated Warehouses, Inc.
Crooks Terminal Whses., Inc.
Currier-Lee Whses., Inc.
Equipment Storage Corp.
Griswold & Bateman Whse. Co.
Grove Storage Co., Inc.
Joyce Bros. Stge. & Van Co.
Majestic Whses., Inc.
Midland Warehouses Inc.
North Pier Terminal
Packers Term'l. & Whse. Corp.
Producers Warehouse Co.
Riverside Warehouse
Soo Terminal Whse.
Sykes Terminal Whse. Co.
Thomson Terminals, Inc.
Wakem & McLaughlin, Inc.
Western Warehousing Co.

Chicago Heights

United Warehousing Co.

East St. Louis

McMahon Transfer & Whse. Co.
G. J. Nooney & Co.

Joliet

Joliet Whse. & Tfr. Co.

Kankakee

Belt Route Whse. Stge. Co.

Vandalia

Vandalia Whse. Corp.

INDIANA

Elkhart
Schult General Warehouse
Evansville

IN

Indie Street Warehouse Co.
Mead Johnson Terminal Corp.
Producer's, Inc.

Terminal Warehouse, Inc.

Fort Wayne

Edgar's Warehouses
Fort Wayne Storage Co., Inc.
Pettit Whses., Inc.

Hammond

Great Lakes Whse. Corp.
Illiana Storage Co., Inc.
Nowak Warehouses, Inc.

Indianapolis

Indiana Term'l. & Refrig. Co.
Indianapolis Whse. & Stge. Co., Inc.

Merchandise Whse. Co., Inc.

Strohm Whse. & Cartage Co.

Jeffersonville

Jeffersonville Div. of Louisville
Public Whse. Co.

Muncie

Oren-Shively Whses.

Additional information on the services and facilities of particular warehouses shown in the listing can be obtained by turning to the advertisements on the following pages. Generally the advertisements appear in the same geographical, alphabetical sequence as the listings below. Still more information can be had by writing directly to the warehouse.

IOWA

Cedar Rapids

American Tfr. & Stge. Co.
Cedar Rapids Tfr. & Stge. Co.

Davenport

Roederer Transfer & Storage Co.

Dubuque

Dubuque Stge. & Tfr. Co.

KANSAS

Hutchinson
Hutchinson Merchandise Whse., Inc.

Kansas City

G-K Warehouses, Inc.

KENTUCKY

Louisville
Louisville Public Whse. Co.

Winchester

Winn Avenue Whses., Inc.

LOUISIANA

New Orleans
H. G. Bauer Mvg. & Stge.
Commercial Term'l. Whse., Inc.

Gulf Shipside Storage Corp.

Hayes Drayage & Storage, Inc.

Maloney Tking. & Storage, Inc.

Standard Warehouse Co., Inc.

MARYLAND

Baltimore

Camden Warehouses
Davidson Transfer & Stge. Co.

Rowley Whsing. & Distributing, Inc.

Western Maryland Whse. Co.

MASSACHUSETTS

Boston

Charles River Stores operated by
Merchants Whse. Co.

Commodity Warehouse Corp.

Hoosac Storage & Whse. Co.

National Dock & Stge. Whse. Co.

Standard Storage Co.

Wiggins Terminals, Inc.

Lowell

Curran-Morton of Lowell, Inc.

Springfield

Pioneer Valley Refrig. Whse., Inc.

MICHIGAN

Detroit

Central Detroit Whse. Co.

Detroit Harbor Term'l's, Inc.

Edgar's Warehouses

Fleetwing Terminal Corp.

Grand Trunk Whse. & C. S. Co.

John F. Ivory Storage Co., Inc.

Jefferson Terminal Whse.

Lakeshore Warehouse Inc.

United States Cold Stge. Corp.

MINNESOTA

Minneapolis

Brokers Warehouse, Inc.

Minneapolis Terminal Whse. Co.

Murphy Warehouse Co.

Security Warehouse Co.

St. Paul

Central Warehouse Co.

Midway Term'l. Whse. Co.

MISSOURI

St. Paul Term'l Whse. Co.

Kansas City

Adams Tfr. & Storage Co.

Belger Warehouse Co.

Central Storage Co.

Crooks Terminal Whses., Inc.

Fairfax Storage Co.

G-K Whses., Inc.

Jacobs Warehouse Co., Inc.

Kansas City Term'l. Whse. Co.

Midwest Terminal Whse. Co.

St. Louis

Keystone Warehousing Co.

S. N. Long Warehouse

Madison St. Term'l. Whse. Corp.

Rutger St. Whse., Inc.

St. Louis Terminal Whse. Co.

Warehousing Corp. of Mo., Inc.

Springfield

General Warehouse Corp.

NEBRASKA

Lincoln

Sullivan Tfr. & Stge. Co.

Omaha

Ford Stge. & Mvg. Co.

Gordon Stge.-Whses., Inc.

Omaha Central Whse. Co.

NEVADA

Elko

Nevada Freeport Storage Co.

NEW HAMPSHIRE

Manchester

McLane & Taylor Corp.

NEW JERSEY

Bayonne

Lehigh Tank Terminal

Wheeling Transportation, Inc.

Camden

Camden Marine Terminals

Eavenson & Levering Div. of

Mack Whse. Corp.

Hillside

Wheeling Transportation, Inc.

Jersey City

Lackawanna Whse. Co., Inc.

Newark

Federal Stge. Whses.

Lehigh Whse. & Trans. Co.

Paterson

Commercial Warehouses

Port Newark

Wheeling Transportation, Inc.

Trenton

Anchor Warehouse Co.

Delaware Valley Whse. Co.

NEW YORK

Brooklyn

Dock Whsing. & Bottling

Center, Inc.

Empire State Whses. Co.

For Shippers' Convenience, States, Cities

Buffalo
American Household Stge. Co.
Buffalo Merchandise Whses., Inc.

Keystone Warehouse Co.
Knowlton Warehouse, Inc.
Lederer Terminals
Wilson Warehouse, Inc.

Deer Park, L. I.
Pinter Warehouse, Inc.

Horseheads

Lehigh-Horseheads Whse. Corp.

New York City

Affiliated Whse. Companies
American Chain of Whses., Inc.
Bowling Green Stge. & Van Co.
Chelsea Fireproof Stge. Whses.
Santini Brothers, Inc.

Rochester

Geo. M. Clancy Carting Co., Inc.

Syracuse

Great Northern Whses., Inc.
King Storage Whse., Inc.
Paul-Jeffrey Company
Syracuse Furniture Fwdg. Co., Inc.

White Plains

J. H. Evans & Sons, Inc.

NORTH CAROLINA

Charlotte

American Stge. & Whse. Co., Inc.
Dixie Cartage & Whsing. Co.

Raleigh

Carolina Stge. & Dist. Co.
Raleigh Bonded Whse., Inc.

NORTH DAKOTA

Fargo

Union Storage & Tfr. Co.

OHIO

Akron

Cotter Merchandise Stge. Co.
Cincinnati

Cincinnati Term. Whses., Inc.

Cleveland
Assembly Distribution Service, Inc.
Lederer Terminals
National Terminals Corp.
Columbus
Central Ohio Warehouse Co.
Columbus Term. Whse. Co.
Merchandise Whse. Co.
Ohio Warehouses, Inc.

Dayton

Dayton Warehouses, Inc.
Union Storage Co.

Toledo

Edgar's Warehouse
Great Lakes Term. Whse. Co.
Merchants & Mfrs. Whse. Co.
D. H. Overmyer Whse. Co.
Toledo Terminal Whse., Inc.

Youngstown

Lederer Terminals

OKLAHOMA

Oklahoma City
O. K. Tfr. & Stge. Co.
Public Warehouse Co., Inc.

Tulsa

General Warehouse Corp.

OREGON

Portland
Holman Transfer Co.
Oregon Transfer Co.
Rapid Transfer & Stge. Co.
Rudie Wilhelm Whse. Co.

PENNSYLVANIA

Allentown
Hummel Warehouse Co., Inc.

Butler

Nicholas Tfr. & Stge. Co.
Erie

Erie Storage & Cartage Co.
Erie Warehouse Co.
M. V. Irwin Moving & Stge., Inc.

Harrisburg

Harrisburg Storage Co.
Harrisburg Warehouse Div.,
Western Whsing. Co.
Pennsylvania Comm. Whse. Co.

Lancaster
Lancaster Storage Co.
Philadelphia
Commercial Warehousing Co.
Merchants Whse. Co.
Pennsylvania Whsing. & Safe
Deposit Co.
Terminal Warehouse Co.

Pittsburgh

Beacon Warehouse, Inc.

White Terminal Co.

Scranton

Mifflin Warehouse Co.
Quackenbush Warehouse Co.

RHODE ISLAND

Newport

Manuel Brothers, Inc.

SOUTH CAROLINA

Charleston

Berkeley Storage Co.
Charleston Whse. & Fwdg. Corp.

Columbia

Caroline Bonded Stge. Co.

Greenville

Beattle Bonded Whse. Co.

TENNESSEE

Chattanooga

Chattanooga Whse. & C.S. Co.

Memphis

Interstate Storage Co.
Mayer Whse. & Term. Inc.
Midwest Terminal Whse. Co.

Poston Warehouses, Inc.

Vaiden Warehouse

Nashville

Bond, Chadwell Co.

Central Van & Stge. Co.

TEXAS

Dallas

Great Southwest Whses., Inc.
Mayflower Warehouses (American Transfer & Stge. Co.)

El Paso

El Paso Term. Whses., Inc.

Western Warehouses

Fort Worth

Binyon O'Keefe Stge. Co.

Houston

American Warehouses, Inc.

Houston Central Whse. & C.S. Co.
Houston Term. Whse. & C.S. Co.
Houston Warehouse Service, Inc.

T.P.C. Stge. & Tfr. Co., Inc.

Texas Service Whse. Co.

Union Transfer & Stge. Co.

Universal Term. Whse. Co.

Wald Term. Whse. Co., Inc.

UTAH

Salt Lake City

Noyce Transfer Co.

Redman Van & Storage Co.

VIRGINIA

Norfolk

Security Storage & Van Co.

Southgate Term. Whse. Co.

WASHINGTON

Seattle

Seattle Transfer & Stge. Co.

Taylor-Edwards Whse. & Tfr. Co., Inc.

Spokane

Riverside Warehouses, Inc.

Taylor-Edwards Whse. & Tfr. Co., Inc.

WEST VIRGINIA

Huntington

Service Warehouse Corp.

WISCONSIN

Green Bay

Leicht Tfr. & Stge. Co.

Madison

Hansen Stge. of Madison, Inc.

Milwaukee

American Warehouse Co.

Hansen Storage Co.

National Warehouse Corp.

Terminal Storage Co.

CANADA

Toronto, Ont.

Howell Warehouses Ltd.

Terminal Warehouses Ltd.

Toronto Storage Co. Ltd.

Montreal, Que.

St. Lawrence Warehouse, Inc.

BIRMINGHAM, ALA.

DOC'S Transfer & Warehouse, Inc.

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Storage - Distribution - Local Cartage - Household Moving

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Chicago 2 New York 36
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• STORAGE • CARTAGE • DISTRIBUTION • FORWARDING
Pool Cars Handled

Member of A.C.W.—A.W.A.—N.F.W.A. Agents for Allied Van Lines, Inc.

BIRMINGHAM, ALA.

Alpine 1-0247

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Birmingham, Alabama

Pool car distribution • Local cartage service • In-transit storage • Repacking and parcel post • Modern, AAA masonry construction • Broker office space • Modern equipment • Centrally located • Low insurance rates • Unlimited floor load.

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A Subsidiary Of

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General Merchandise Storage and Distribution
Pool Car Service a Specialty—Motor Truck Service
Centrally Located—Free Switching from All R.R.s

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Merchandise & Household Goods. Warehouse Capacity 20,000 sq. ft.
—Palletized. Pool Car Distribution—Unloaded and Delivered Same Day. 16 car siding. Our own fleet of trucks (22 units).

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Offering complete warehouse service for all types of general merchandise.

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• Pool Car Distribution • Inside Truck Loading
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• Free Switching • 20 Car Capacity

Consign shipments via S.F. — S.P.

• Storage and Nationwide moving of household goods.

Represented by

American Chain of Warehouses

National Warehouse Receipts System

Member American Warehousemen's Association



and Firms are Arranged Alphabetically

LITTLE ROCK, ARK.



Merchandise and Household Storage

Pool Car Distribution

AGENT, ALLIED VAN LINES

TERMINAL WAREHOUSE CO.

Member American Warehousemen's Association
American Chain of Warehouses

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DIVISION OF CALIFORNIA CARTAGE COMPANY, INC.

"Southern California's Leading Common Carrier"

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GENERAL MERCHANDISE STORAGE
PLUS THESE EXTRAS—

- ✓ COMPLETE TRUCKING COVERAGE THROUGHOUT SOUTHERN CALIF.—OUR OWN TRUCKS
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Daily local delivery—our own Trucks

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MDSE. STORAGE-DISTRIBUTION-CARTAGE

Reinforced Concrete and brick bldgs.—150,500 sq. ft.
Completely palletized. Priv. Siding SP-14 Car Cap.—12 truck dock.

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DAILY HARBOR, LOCAL AND STATEWIDE HAULING

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COMPLETE FACILITIES

EFFICIENT SERVICE

Sprinklered—A.D.T.—Reinforced Concrete and Steel Bldg.
Storage Pool Car Distribution Common Carrier
256,000 Square Feet 120 Pieces Motor Equipment
Established 1882 Office Space and Telephone Service
Represented by Distribution Service—N. Y.—Chicago—S.F.

LOS ANGELES, CAL.

Union Terminal Warehouse

Dependable Service

575,000 sq. ft. Storage Space

Storage and distribution of merchandise to points in
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General Merchandise Storage

Central Location

U. S. Customs Bonded

Class A Reinforced Concrete

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Buildings

Cooler Room Facilities

Fully Sprinklered

Pool Car Distribution

120 Pieces Motor Equipment

City Deliveries

Low Insurance (ADT Service)

24 Hour Switching Service

Served by Southern Pacific—
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737 Terminal Street
LOS ANGELES 21, CALIFORNIA

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A. F. Mortensen,
President

J. A. Williams, Vice President
& General Manager



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SUTter 1-3461

SAN FRANCISCO WAREHOUSE CO.

COMPLETE
WAREHOUSE
SERVICE

500,000 Sq. Ft.



General Merchandise
United States Customs and
Internal Revenue Bonded Storage
Draying and Pool Car Distribution
Office Accommodations and
Telephone Service

605 THIRD ST., SAN FRANCISCO 7

Teletype SF933

Member
American Warehousemen's Assn.
Distribution Service, Inc.

Colorado Springs, Colo.

SIERRA MADRE at LAS ANIMAS

WEICKER

TRANSFER &
STORAGE CO.

- ★ Pool car distribution—
- ★ Moving, packing, shipping,
- ★ Crane, Winch, Heavy hauling equipment.

Agent ALLIED Van Lines



For Shippers' Convenience, States, Cities

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Specializing in General Merchandise Storage
and Pool Car Distribution

- TELETYPE DN 536
- PRIVATE SIDING U.P.
- FREE SWITCHING
- SPRINKLERED SPACE
- LOCAL DELIVERIES
- LOW INSURANCE RATE

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★ foot of the Rockies

The LOGICAL "break-bulk" point
for economical shipping
—Where carload minimums change.

NORTH DENVER

★ the logical place to Warehouse!

COMPLETELY UP-TO-DATE:

- ★ BUILDINGS
- ★ HANDLING METHODS
- ★ OFFICE PROCEDURES

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PEas 6-0667

DENVER, COLO.

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- ★ 340,000 sq. ft. of modern concrete and mill
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- ★ Pool car distribution—12 car siding.
- ★ Moving, packing, shipping.
- ★ Crane, Winch, Heavy hauling equipment.
- ★ Operate a statewide, daily motor freight
service under regulation. Connection with Interstate
Utilities Com. Connection with the Public
Truck Lines to Principal Cities. Wholesale
sale and distribution facilities in
Colorado Springs and Pueblo.

Low
Insurance Rates

★ AGENT ALLIED VAN LINES

PUEBLO, COLO.

128-130 SOUTH MAIN

WEICKER

TRANSFER &
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- Modern Sprinklered Building
- Household and Merchandise
Facilities

- Pool Car Distribution
- Freight Forwarding and
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★ AGENT ALLIED VAN LINES—

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2,250,000 cu. ft. of space

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P. O. Box 206 Bridgeport, Conn.

Merchandise & HHG Storage

Trucking Distribution Packing Pool Car Dist.
Private Siding Modern Handling Facilities



HARTFORD, CONN.

100,000 sq. ft. ware-
housing space: 8-car pri-
vate siding; complete ADT
fire, burglary protection;
100% sprinklered ware-
house. Teletype H. F.
287 or write...

HARTFORD, CONN.

U. S. CUSTOMS BONDED WAREHOUSES

HARTFORD DESPATCH and WAREHOUSE CO., Inc. H

410 Capitol Ave., Hartford 1, Conn.

- ★ Public Storage
- ★ Pool Car Distribution
- ★ 100% Palletized
- ★ ADT Protective Service
- ★ Prompt Delivery Via Own Fleet

DOVER, DEL.

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TWX: Dover, Del. 288

DELMARVA WAREHOUSES, INC.

Columbia Ave. and Pear St. Dover, Del.

Merchandise and Household Goods

120,000 sq. ft.—15 Car Private Siding—Pool Car

Distribution—Lease Rentals—Unit Handling

Flatbed and Vans for Local Delivery

Member: AWA—NFWA

Agent—Allied Van Lines

WASHINGTON, D. C.

DAVIDSON

TRANSFER & STORAGE CO.

A.T.A.
N.F.W.A.
F.I.D.I
B.A.D.F.R.

Complete Warehousing Services
Moving • Packing • Storage
Crating • Lift Vans • Packaging

WASHINGTON, D. C.

Member A.W.A.

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Merchandise Storage Division
8th & Franklin Streets, N.E.
40,000 sq. ft.

Food Storage Division
4th & T Streets, N.E.
55,000 sq. ft.

General Offices
8th & Franklin Streets, N.E.

ADams 2-2883
"Commercial Storage; Distribution and Delivery Service"

WASHINGTON, D. C.

J. S. JACKSON, Mgr.

THE TERMINAL STORAGE COMPANY OF WASHINGTON

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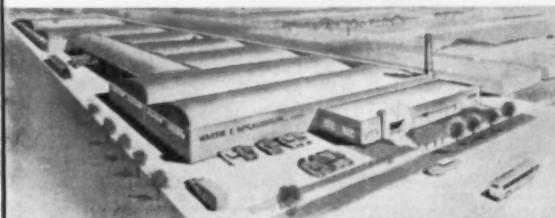
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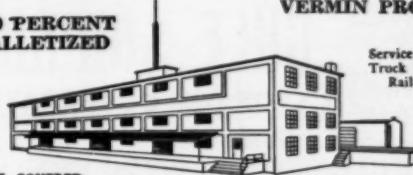
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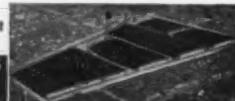
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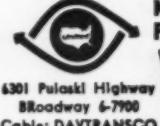
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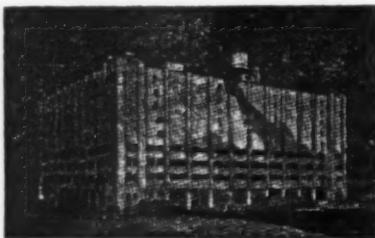
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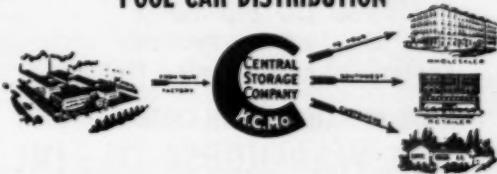
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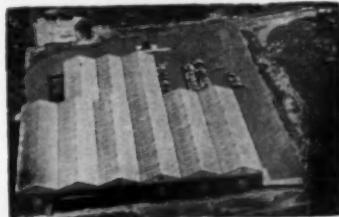
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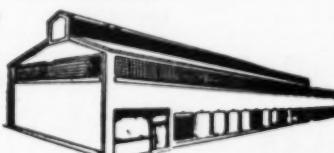
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... Spotlight

(Continued from Page 66)

UVL Predicts Sound 1961

The president of United Van Lines told a recent meeting of the Board of his company that 1960 has been a year of record volume and that "we expect particularly rapid expansion of our Safe-Guard service."

President William S. Kutschbach also predicted growth in domestic and overseas household goods moving. Griswold B. Holman was elected vice president and secretary. Howard Tennyson is the new member of the Board.

—DA—

Warehouse Briefs

Bekins Van & Storage Co. opened its new Capitol area warehouse in Alexandria, Va., on Tuesday, November 1. It was dedicated by Daniel P. Bryant, Los Angeles president of Bekins.

Transportation consultant E. H. Brockelmann has just returned from a four-month tour of Europe. He dis-

cussed shipping matters with household goods handlers in England and on the Continent.

U. S. Van Lines, Inc., announced the appointment of Lamport, Fox, Prell & Dolk, Inc., South Bend advertising agency, to handle its national trade and consumer advertising program.

Payment of long-distance household moving charges now can be made by travelers cheques as a result of a change in government regulations.

John G. L. Crain & Associates, Los Angeles, has been appointed California sales representative for: Fort Sutter Warehouse Co., Inc., Sacramento, Calif. Central Forwarding, Inc., Dallas, Tex., and Waverly Warehouse Corp., Elizabeth, N. J.

The Wilmington Marine Terminal, Delaware, has three projects underway: a 1000-ft dock extension; a 144,000 sq ft warehouse; and a refrigerated storage building for meats and other perishables.

Great Southwest Warehouses, Inc., played host to the Dallas Delta Nu Alpha Transportation Fraternity, recently. The program included a tour of the entire industrial district.

Southeastern Warehousemen and

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American Chain of Warehouses, Inc.
CHICAGO, ILL. NEW YORK, N. Y.

Movers' Assn. is conducting a survey to bring its records up-to-date.

The Schumm Traffic Agency, Inc., New York, successfully negotiated an across-the-ocean-and-back move of the \$30 million Flemish art exhibit which opened recently in Detroit.

Aero Mayflower Transit Co., Indianapolis, Ind., now offers coast-to-coast household moving service in Canada and house-to-house moving service between the U. S. and France in conjunction with American Express. New agents include Grayson Moving and Storage Co., Sherman, Texas; American Transfer and Storage Co., Inc., Big Spring, Texas; Sandhill Bonded Warehouse, Inc., Southern Pines, N. C.; Murray Transfer and Storage Co., Inc., Myrtle Beach, S. C.; F and H Moving and Storage, Clinton, Iowa; and Anderson and Omlid Transfer and Storage Co., Newport, Ore.

Gene Littlefield of Silver Springs, Maryland, drives for National Van Lines and pulled second place in the five-axle tractor and semi-tractor class at the recent Illinois Truck Roadeo.

One of California's oldest transportation and storage companies, Haslett Warehouse Co. of San Francisco, doubled its area of operation recently. The PUC granted it an expanded certificate of public convenience and necessity.

Annual

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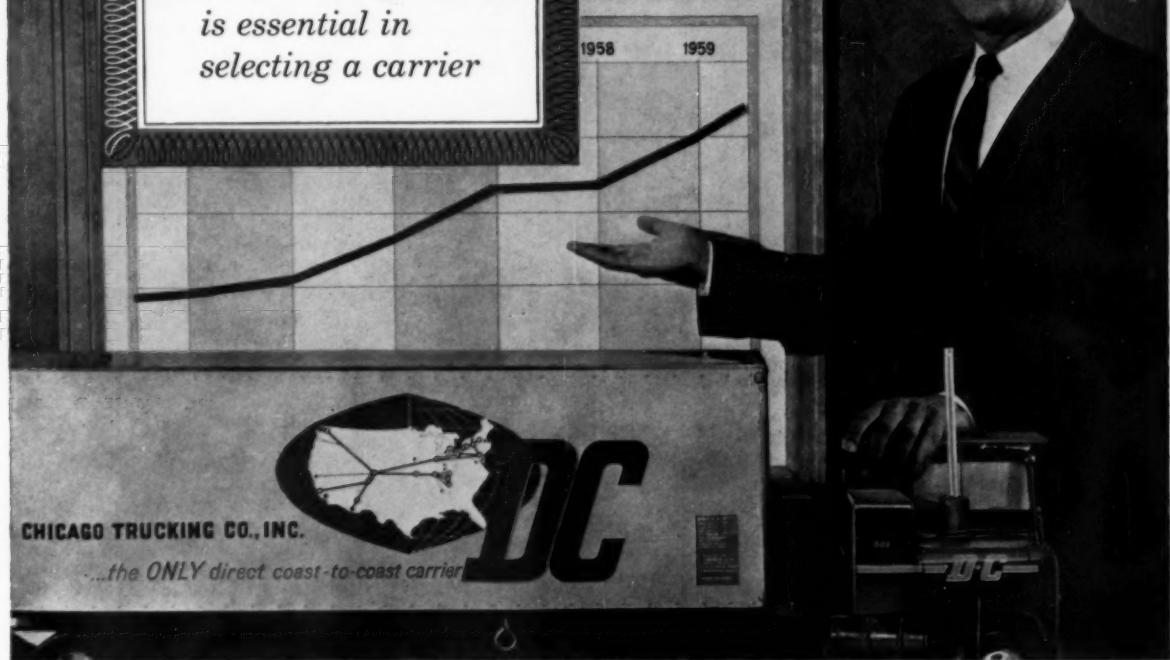


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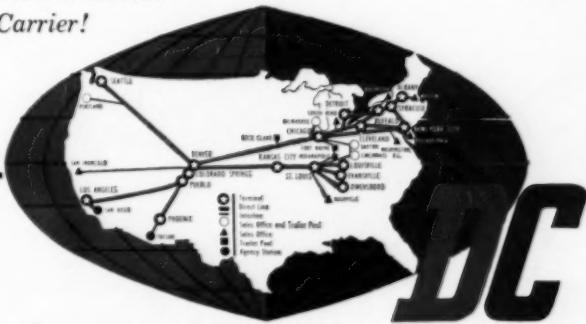
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